

# GRAIN DEALERS JOURNAL

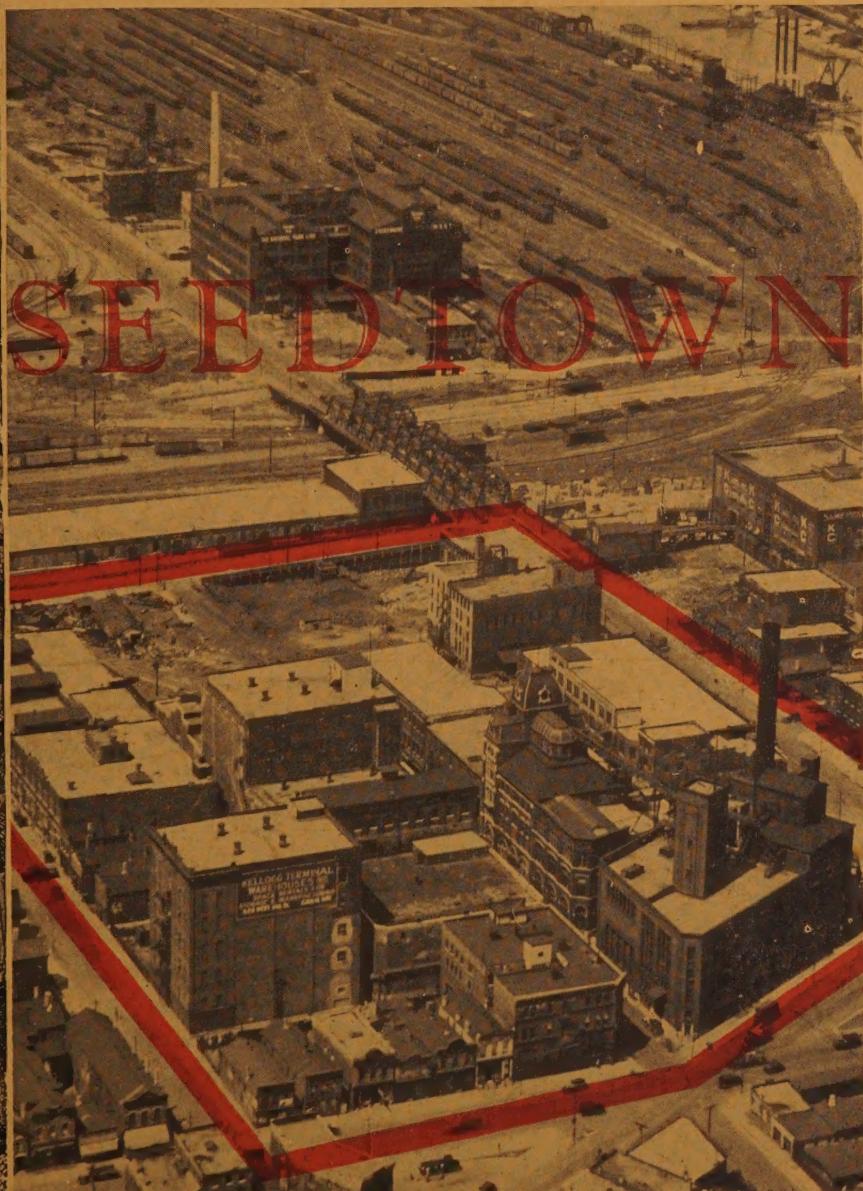
With Which Is Consolidated Grain World, Formerly The Price Current-Grain Reporter

Vol. LXIV, No. 10

Chicago, Ill., U. S. A.

May 28, 1930.

## This Community was Organized to make Profits for you



During the last two years, you have heard of Seedtown, home of the famous Warren Process.

In this great plant was born the new brand of field seed—Gold Seal, 99 90/100% Pure Crop Seed containing less than 1/2 of one per cent other crop.

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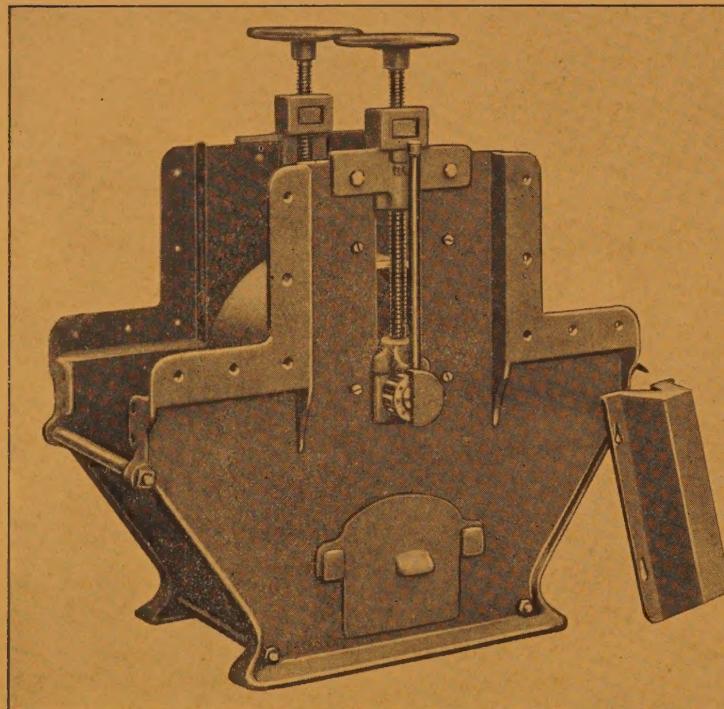
CHICAGO

Protect your elevator from fire . . . with Hyattized equipment. For Hyatt Roller Bearings in their sealed and dust-tight housings, are cool-running, avoid dust explosions, and boost operation to its highest efficiency.

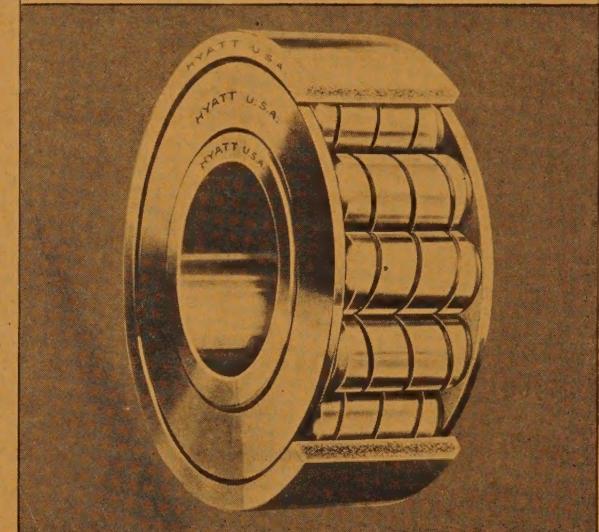
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Sturdy Hyatts turn with the load, avoiding friction, wear and adjustment. Repairs are unnecessary . . . maintenance is nil.

## Union Iron Works Roller Bearing Boot



This boot, built by the Union Iron Works, Decatur, Illinois, like their "Western" shellers and cleaners, is Hyatt equipped for your protection.



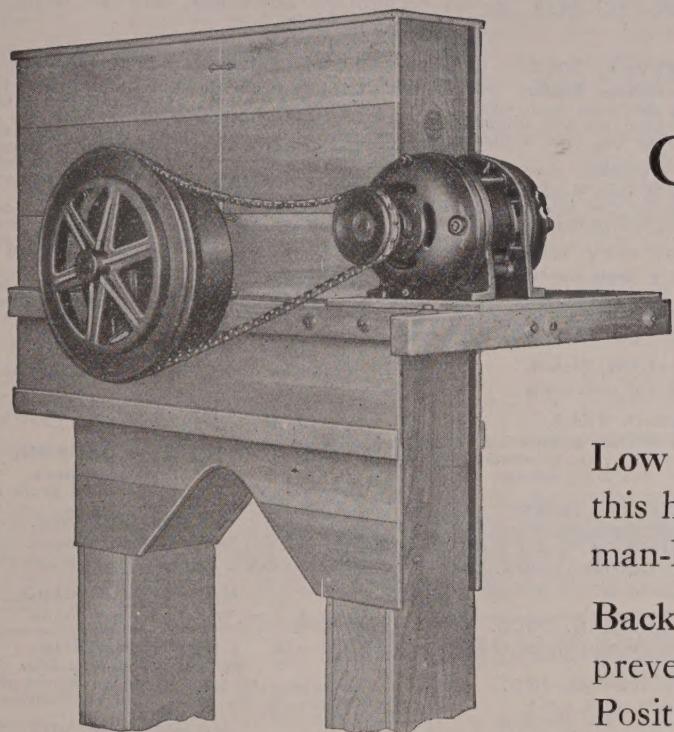
With Hyatts at all friction points . . . in your elevator equipment, boot and head pulleys, conveyors, shellers, cleaners, feed mixers and other units . . . costly shutdowns are avoided.

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# Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

HAVING YOUR name in this directory will introduce you to many old and new firms during the year, whom you do not know or could not meet in any other way. Many new concerns are looking for connections, seeking an outlet or an inlet, possibly in your territory. It is certain that they turn to this recognized Directory, and act upon the suggestions it gives them. The cost is only \$10 per year.

## AMARILLO, TEXAS.

Beasley Grain Co., J. N., grain and seeds.\*  
Great West Mill & Elvtr. Co., millers, grain dealers.  
Haideman-King Co., millers and stain dealers.\*  
Henderson Grain Co., private wires, all markets.  
Kearns Grain & Seed Co., grain, field seeds.\*  
Kenyon Grain & Seed Co., grain, seed, feed.  
Panhandle Grain Corp., domestic and export grain.\*  
Stone, Lester, grain merchant.\*  
Strader Grain Co., U. S., grain, seed, feed.\*  
Texas Wheat Growers Association.  
Uhlmann Grain Co., export wheat, private wire.

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Hasenwinkle Co., corn and oats.\*

## BOSTON, MASS.

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McKillen, Inc., J. G., consignments.\*  
Seymour-Wood Grain Co., consignments.\*

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## CEDAR RAPIDS, IOWA.

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North Iowa Grain Co., country run grain.\*  
Piper Grain & Mfg. Co., receivers and shippers.\*  
Wilder-Murrel Grain Co., track buyers grain-seeds.\*

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Bennett & Co., Jas. E., grain, provisions, stocks.\*  
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Clement Curtis & Co., members all exchanges.\*  
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Doern-Scarritt-Hannah Co., commission merchants.\*  
Dole & Co., J. H., grain and seeds.\*  
Feehery & Co., E. J., consignments, grain to arr.\*  
Hoit & Co., Lowell, commission, grain and seeds.  
Lamson Bros. & Co., grain, stocks, provisions.\*  
Logan & Bryan, grain, stocks, provisions.\*  
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Rosenbaum Grain Corp., grain merchants.\*  
Rumsey & Co., grain commission.\*  
Shaffer Grain Co., J. C., grain merchants.\*  
Stratton Grain Co., grain merchants.\*  
Quaker Oats Co., grain merchants.\*  
Winthrop, Mitchell & Co., grain commission.

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Early & Daniel Co., receivers and shippers.\*  
Scholl Grain Co., grain merchants.\*

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Cleveland Grain Co., The, receivers and shippers.\*  
Shepard, Clark & Co., grain, feed, buckwheat.\*

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Finley, W. H., wholesale grain broker.

## DAVENPORT, IOWA.

Davenport Elevator Co., receivers and shippers.\*

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Baldwin & Co., H. I., grain dealers.\*  
Evans Elevator Co., grain merchants.\*

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Garman Grain Co., The, transit, kiln dried corn.\*

\*Members Grain and Feed Dealers National Ass'n.

## DENVER, COLO.

Grain Exchange Members.  
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Kellogg Grain Co., receivers and shippers.\*  
Rocky Mountain Grain Co., exp. & domes. grain.\*

## DES MOINES, IOWA.

Board of Trade Members.

Des Moines Elvtr. & Gr. Co., oats and corn.\*  
Owens Grain Co., grain merchants.

## DODGE CITY, KANS.

Board of Trade Members.

Christopher & Co., B. C., consignments & futures.\*  
Isely Lbr. Co., The, C. C., cane seed, wheat, kafr.\*  
Rethorst Grain Co., L. H., cash grain, consignments.\*  
Western Gr. & Comm. Co., wheat, coarse gr. seeds.

## DULUTH, MINN.

Barnes-Ames Co., grain merchants.\*

## ENID, OKLA.

Board of Trade Members.

Bennett & Co., Jas. E., grain, provisions, stocks.\*  
Enid Terminal Elev. Co., pub. storage, gr. mchts.\*

## FAIRBURY, NEBR.

Callaway, C. B., wholesale grain.\*

## FORT DODGE, IOWA.

Christensen, Geo., grain broker exclusively.\*

## FORT MORGAN, COLO.

Lieber Grain Co., exp. & Mfg. wheat, coarse grain.\*

## FORT WAYNE, IND.

Egly, C. G., hay, grain, feed salt.\*

## FORT WORTH, TEXAS.

Grain and Cotton Exchange Members.

Bennett & Co., Jas. E., grain, stocks, provisions.\*  
Carter Grain Co., C. M., brokerage, consignments.\*  
Daleborne, H. L., mgr., J. S. Bache & Co., futures.\*  
Dorsey Grain Co., strictly brokers, consignments.\*  
Mullin-Brattuck Grain Co., brok. consignments.\*  
Rogers Co., E. M., strictly bkg. and consignments.\*  
Smith Ingraham Co., domes., expt. & consignm'ts.\*  
Southwest Grain & Com. Co., bkg., consignments.\*  
Transit Grain & Com. Co., consignments, bkg.\*

## GALVESTON, TEXAS

Fordtran, J. S., grain-ocean freight bkg.\*

Shaw, Thomas F., grain exporter.\*

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South Texas Grain Co., grain and feed.

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Cleveland Grain Co., grain commission.\*  
Kinney Grain Co., H. E., receivers and shippers.\*  
Maibucher Grain Co., C. Wm., grain merchant.\*  
Montgomery Grain Co., F. M., receivers & shippers.\*  
Steinhart Grain Co., commission and brokerage.\*  
Witt, Frank A., grain commission and brokerage.\*

## IOLA, KANS.

Cox-Lam Grain Sup. Co., kafr, corn & wh. shpr's.\*

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Board of Trade Members.

Christopher & Co., B. C., consignment-futures.\*  
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Davis-Hunt Grain Co., consignments, futures.\*  
Davis-Noland-Merrill Grain Co., grain mchts.\*  
Ernst Davis Commission Co., consignments.\*

## KANSAS CITY (Continued)

Lawless Grain Co., consignments.  
Lichtig & Co., H., kafr, milo, screenings.  
Logan Bros.-Hart Grain Co., receivers & shippers.\*  
Mid-Continent Grain Co., grain merchants.  
Moore-Seaver Grain Co., grain receivers.\*  
Morrison Grain Co., grain mchts.-consignments.\*  
Norris Grain Co., wheat, oats, barley, corn.\*  
Rahm Grain Co., J. E., consignments.  
Rocky Mountain Grain & Com. Co., consignments.\*  
Scoular-Bishop Grain Co., consignments.\*  
Simonds-Shields-Lonsdale Grain Co., gr. mchts.\*  
Johmann Grain Co., grain merchants.\*  
Updike Grain Corp., consignments.  
Vanderlice-Lynds Co., consignments-futures.\*  
Wolcott & Lincoln, consignments, futures.  
Wilser Grain Co., consignments.\*

## LANSING, MICH.

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Paul, J. M., grain broker.\*

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## MARYSVILLE, OHIO.

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Buxton, E. E., broker and commission merchant.\*

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Chamber of Commerce Members.

Donahue-Stratton Co., grain merchants.\*  
Kamm Co., P. C., grain shippers.\*

## MINNEAPOLIS, MINN.

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Cereal Grading Co., grain merchants.\*  
Davies Co., F. M., grain commission.\*  
Fraser-Smith Co., grain merchants.\*  
Hallet & Carey Co., grain merchants.\*  
Hiawatha Grain Co., screenings.\*  
McGuire Company, Arthur, shpr's. b'wheat, m'eats.\*  
Scroggins Grain Co., grain merchants.\*  
Sheffield Elevator Co., milling wheat.\*  
Stuhr-Seidl, shippers grain and feed.\*  
Van Dusen Harrington Co., corn, oats, barley.\*

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Pincus, L. L., grain and feed broker.\*

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Bennett & Co., Jas. E., grain, stocks, provisions.

Cowan Grain Co., grain, mill feed, seeds, hay.\*

General Grain Co., grain merchants.

Hardeman-King Co., millers, grain dealers.\*

Mid-State Grain Co., The, grain and feed mchts.

Winters Grain Co., grain merchants.

## OMAHA, NEBR.

Grain Exchange Members.

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Butler-Weish Grain Co., milling wheat and corn.\*

Cowell Elevator Co., receivers, shippers.\*

Lucks-Gibbs Grain Co., milling wheat and corn.\*

Scoular-Bishop Grain Co., wheat, corn, oats.\*

Trans-Mississippi Grain Co., receivers and shippers.\*

Updike Grain Co., milling wheat.\*

(Continued on next page.)

# Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

## PEORIA, ILL.

Board of Trade Members.

Bowen Grain Co., H. D., grain commission.  
Cole Grain Co., Geo. W., receivers and shippers.  
Dewey & Sons, W. W., grain commission.  
Feltman Grain Co., C. H., grain commission.  
Luké Grain Co., C. H., grain commission.  
Miles, P. B., & C. C., grain commission.  
Turner Hudnut Co., receivers and shippers.  
Rumsey, Moore & Co., consignments.

## PHILADELPHIA, PA.

Commercial Exchange Members.

Markley, P. R., grain broker.  
Richardson, Geo. M., grain and feeds.  
Stites, A. Judson, grain and millfeed.

## PITTSBURGH, PA.

Members Grain and Hay Exchange.

Harper Grain Co., corn a specialty.  
Rogers & Co., Geo. E., receivers, shippers.  
Stewart & Co., Jesse C., grain and mill feed.  
Walton Co., Sam'l, receivers and shippers.

## PONTIAC, ILL.

Balbach, Paul A., grain buyers, all markets.

\*Members Grain and Feed Dealers National Assn.

## ST. JOSEPH, MO.

Grain Exchange Members.

Gordon Grain Co., grain commission.\*

## SALINA, KANS.

Eberhardt-Simpson Gr. Co., mchts. wh. & coarse gr.\*

Smoot Grain Co., oper. Salina Terminal Elevator.\*

## SAN ANTONIO, TEXAS.

King, Douglas W., carlot distrbr., hay, grain, seeds.\*

## ST. LOUIS, MO.

Merchants Exchange Members.

Hall Grain Co., Marshall, grain merchants.\*

Langenberg Bros. Grain Co., grain commission.\*

Martin Grain Co., grain commission.\*

Geo. C. Martin Co., grain commission.\*

Morton & Co., grain commission.\*

Nanson Commission Co., grain commission.\*

Picker & Beardsley Com. Co., grain & grass seed.\*

## SIDNEY, OHIO.

Chambers, V. E., wholesale grain.

Custenborder & Co., E. T., buyers-sellers grain.\*

Wells Co., The J. E., wholesale grain.\*

## SIOUX CITY, IOWA.

Board of Trade Members.

Western Terminal Elevator Co., revrs. and shpr.\* Goodrich Bros. Co., wholesale grain and seeds.\*

## TERRE HAUTE, IND.

Terre Haute Term. El. Corp., public storage.

## TOLEDO, OHIO.

Produce Exchange Members.

DeVore & Co., H. W., consignments and futures.\*  
Southworth & Co., grain and seeds.\*

## TOPEKA, KANS.

Derby Grain Co., grain merchants.\*  
Topeka Mills Corp., mlg. wh., consignments.

## WICHITA, KANS.

Board of Trade Members.

Adair Grain Co., wheat, corn, oats, kafir.\*  
Baker Grain Co., A. F., barley, corn, oats, kafir.\*  
Bennett & Co., Jas. E., grain futures, stocks, bonds.  
Blood Grain Co., specializing on mill orders consg.\*  
Craig Grain Co., consignments, milling wheat.  
Jones Grain & Elevator Co., C. E., consignments.\*  
Kelly Grain Co., Edw., mlg. wheat a specialty.  
Smith-McLinden Grain Co., wh., coarse gr., m/f.  
Stevens-Scott Grain Co., corn, kafir, milo.\*  
Wallingford Grain Co., field seeds, kafir, milo.\*  
Wichita Terminal Elvtr. Co., gen'l elvtr. business.\*

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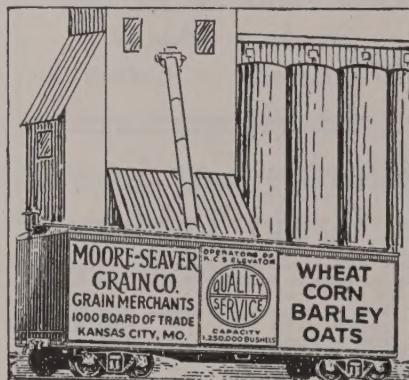
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Kansas City, Mo.*A Service of 52 Years Handling Consignments and Futures***B. C. CHRISTOPHER & COMPANY**

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BRANCH OFFICES—Wichita, Hutchinson, Salina, Great Bend, Colby, Dodge City, Liberal, Topeka, Independence, Concordia, Atchison, Hayes, Kansas, St. Joseph, Springfield, Sedalia, Joplin, Mo., Omaha, Superior, Hastings, Nebr., Burlington, Colo.

Grain and Hay  
Exchange Members**PITTSBURGH**Grain and Hay  
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WABASH BUILDING PITTSGURGH, PA.RECEIVERS—SHIPPERS  
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MILLFEED—FLOUR**SAMUEL WALTON CO.**

Established 40 Years

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Grain, May, Straw and Feed  
Empire Bldg., PITTSBURGH, PA.**JESSE C. STEWART CO.**  
GRAIN and FEED  
Own and Operate the  
IRON CITY GRAIN ELEVATOR  
PITTSBURGH, PA.  
Branch Office at Clarksburg, W. Va.**HARPER GRAIN CO.**  
Wabash Building  
Modern elevator facilities  
at your command.It may interest you to know that I have  
been reading the Grain Dealers Journal  
for about 31 years. I would hardly know  
how to get along without it.—F. Kalm-  
bach, North Baltimore, O.

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The Ady & Crowe Mercantile Co.  
Grain, Hay, Beans

A busy grain and milling center equipped to handle shipments promptly. A quick, active market featuring beans in addition to all grains. The Grain Exchange members listed below are equipped to serve you.

Kellogg Grain Co.  
Receivers shippers of all kinds of grain

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Note:—All grain bought by members of the Denver Grain Exchange which is graded at Denver and which does not come up to contract grade is discounted by three disinterested members of the Exchange when discount is not provided for in the contract

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Chamber of Commerce  
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**CEREAL GRADING COMPANY**  
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**GRAIN**  
We Buy, Sell, Store and Ship all Kinds of Grain,  
Choice Milling Wheat and Rye Selected by Expert Buyers. Own and Operate Elevator "L."

**CARGILL ELEVATOR CO.**  
DULUTH, MINNEAPOLIS, MILWAUKEE

Specializing in  
MILLING WHEAT

Get Our Quotations  
Samples Furnished on Request

Represented by  
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MILLING WHEAT SPECIALISTS  
Shippers: Wheat, Corn, Oats, Barley,  
Millfeeds (Domestic and Canadian)  
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**Fraser-Smith Co.**  
GRAIN  
Minneapolis - Milwaukee  
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**CORN — OATS — BARLEY**  
Our large system of Terminals and country lines enables us to quote attractive prices and give prompt service on all classes of feed and milling grain.  
**THE VAN DUSEN HARRINGTON CO.**  
Grain Shippers and Receivers MINNEAPOLIS—DULUTH Business Founded 1882

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**RECEIVERS and  
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Corn—Wheat—Natural and Sulphured Oats and Barley

**UPDIKE GRAIN CORPORATION**

Elevator Capacity 5,600,000 Bushels

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OMAHA

DES MOINES—SIOUX FALLS—LINCOLN

**CROWELL ELEVATOR COMPANY**  
Federal Bonded Warehouse—Capacity, 1,200,000 Bushels  
Over 60 Years' Continuous Service

The Grain Dealers Journal is all right, better than ever, and we would not think of trying to operate our business without it.—Miami Grain & Feed Co., Sidney, O.

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and  
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Established - 1875  
Incorporated - 1910

Peoria, Illinois  
Handling Grain on Commission Our Specialty

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42-47 Board of Trade

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STORAGE CAPACITY 2,500,000 BUSHELS

Grain Merchants

## CEDAR RAPIDS

Grain Merchants

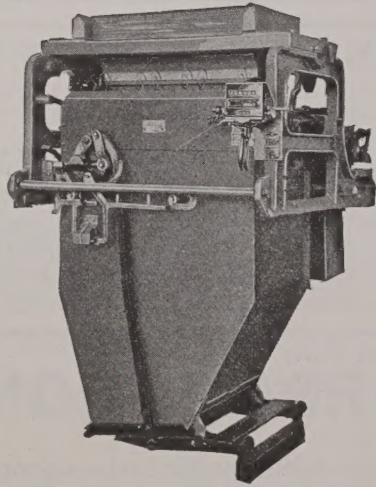
**North Iowa Grain Co.**  
Cedar Rapids, Iowa  
Grain Merchandisers  
Elevator Operators  
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**CEDAR RAPIDS GRAIN CO.**  
Cedar Rapids, Iowa  
GRAIN BUYERS  
Consignments Solicited  
WE OPERATE A LARGE DRIER

**Piper Grain & Mfg. Co.**  
Cedar Rapids, Iowa  
Receivers — Shippers  
Corn — Oats — Wheat  
Operating elevators on C&NW and CRI&P

# Install the Richardson All-Automatic Grain Shipping Scale

for efficient loading and accurate weighing



Every car load shipment of wheat, corn, or oats weighed over a **Richardson** is weighed accurately. No poises to be set back to zero. No adding up and writing down of totals to invite mistakes. No time lost.

Load the car and print the weight. Then in the event of loss through leakage, theft, or accident, **you are protected** and have proof of the loading weight.

Remember, the Richardson Automatic Scale costs least to install, costs least to operate, and has the lowest maintenance costs.

## RICHARDSON SCALE COMPANY

CLIFTON, NEW JERSEY

WICHITA

BOSTON

OMAHA

PITTSBURGH

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MINNEAPOLIS

GULFPORT

NEW YORK  
LOS ANGELES

10,000 SHIPPERS  
Are now using

**TYDEN  
CAR SEALS**  
Bearing shipper's  
name and con-  
secutive numbers

Prevent  
CLAIM LOSSES  
Write for samples  
and prices.

**INTERNATIONAL SEAL & LOCK CO.**  
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## SUPPLIES

for

The Elevator Man

BELTING  
SPOUTS

BOOTS  
BUCKETS

**INTERSTATE  
Mach'y & Supply Co.**  
OMAHA

## Cover's Dust Protector

Rubber Protector, \$2.00  
Sent postpaid on receipt  
of price; or on trial to re-  
sponsible parties. Has auto-  
matic valve and fine sponge

**H. S. COVER**  
Box 404 South Bend, Ind.



Thurston, O.—Possibly we owe you an apology as we did everything we could to keep from subscribing to the Grain Dealers Journal, but you have been so persistent in doing things for the grain trade that we feel that subscribing to your paper may in a measure repay you.—Thurston Elvtr. Co., H. R. Kagay, mgr.

# AMERICA'S LARGEST EXPORT ELEVATOR

Will be  
100 Per Cent  
WEBSTER-  
EQUIPPED

Webster Machinery is  
Heavy Construction  
Well Designed  
and Carefully Patterned



Webster Installations  
Insure Continuous and  
Efficient Operation and  
Economical Handling  
of Grain

All machinery and mechanical equipment for the 6,000,000-bushel elevator of the GALVESTON WHARF COMPANY will be furnished and installed by the WEBSTER MFG. CO.

All transmission and conveying machinery and sheet metal will be of WEBSTER'S own manufacture.

*WEBSTER, the standard of elevator equipment, has been installed in other leading port elevators, in the largest interior elevators and in elevators of every capacity throughout the United States.*

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*Are at Your Service*

When in the market for grain handling equipment be sure to send us your specifications.

We have furnished the conveyor equipment and sheet metal work for some of the country's largest elevators.

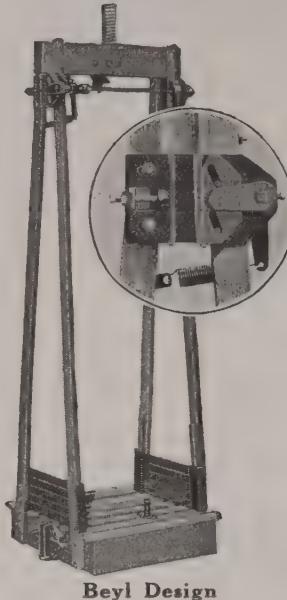
*We carry a large supply of equipment for the country elevator and give one-day service on small rush orders. If you are not one of our many satisfied customers give us a trial order—we may surprise you with our service.*

**J. B. Ehrsam & Sons Mfg. Co.**  
ENTERPRISE, KANSAS

*In the Heart of the Grain Belt*

Mfrs. of Grain Handling Machinery; also  
Flour Mills—Roll Corrugating and  
Special Machinery

## THE NEW MANLIFT “RIDE-SAFE”



is now ready to insure you. Order today before your first trip up is the last one down!

### “RIDE-SAFE”

Tells the story in the name. Its factor of safety exceeds anything on the market.

50 ft. Complete

**\$75.00**

Less Counterweight

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You value your life many times this cost. Why risk it?

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**EXCLUSIVE MANUFACTURERS**

## Grain Receiving Record Books

**Grain Receiving Register.** One of the best forms for recording wagon loads of grain received. It contains 200 pages, size 8 1/2 x 13 3/4 inches, ledger paper, capacity for 8,200 wagon loads. Bound in canvas. Some enter load records as received, others assign a page to each customer, while others assign pages to different kinds of grain. Bound in strong board covers, canvas back. Headings of 11 cols. are: "Date, Name, Kind of Grain, Gross, Tare, Net, Bushels, Pounds, Price, Amount, Remarks." Shipping weight, 2 1/4 lbs. Order Form 12AA. Price \$3.00.

**Wagon Loads Received** has columns headed: "Month, Day, Name, Kind, Gross and Tare, Net Pounds, Bushels, Pounds, Price, Dollars and Cents, Remarks." It has 200 pages, size 9 1/2 x 12 inches, and room for 4,000 loads. Printed on linen ledger paper, with strong cloth covers and keratol corners and back. Shipping weight, 2 lbs. Order Form 380. Price \$3.00.

**Receiving and Stock Book.** Many dealers prefer to keep each kind of grain received from farmers in separate columns so each day's receipts may be easily totaled. This book is designed for this purpose. It contains 200 pages, size 9 1/2 x 12 inches, and will accommodate 4,000 loads. Well bound in black cloth and keratol back and corners. Shipping weight, 2 1/4 lbs. Order Form 321. Price \$3.00.

**Grain Receiving Ledger** is an indexed book especially adapted for keeping individual accounts with farmer patrons. Each page is 8 1/2 x 13 3/4 inches, numbered and ruled for 44 entries. Ledger paper and well bound in cloth with keratol back and corners, 228 pages. Shipping weight, 3 lbs. Order Form 43. Price, \$3.50.

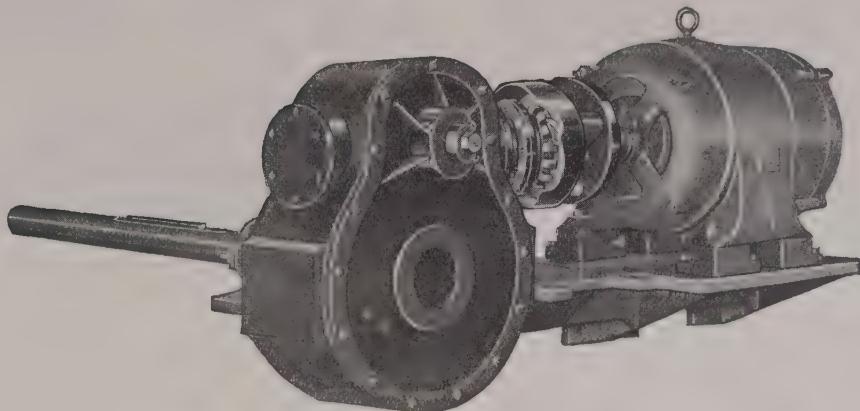
Form No. 43 XX contains double the number of pages. Shipping weight 4 1/2 lbs. Price, \$5.50.

**Grain Scale Book** is designed to assign separate pages to each customer and their names can be indexed so their accounts can be quickly located. It contains 252 numbered pages, of high grade linen ledger paper. Each page is 10 1/2 x 15 1/4 inches, will accommodate 41 wagon loads and it has a 28-page index. Well bound with cloth and keratol back and corners. Shipping weight, 4 1/2 lbs. Order Form 23. Price, \$4.75.

**Grain Dealers Journal**

332 South La Salle St., Chicago, Ill.

To Give You  
**Maximum Operating Efficiency**  
**From a 3-to-5 H.P. Motor**



Consider Now the Type SX  
**WINTER'S UNIVERSAL <sup>DIRECT</sup> CONNECTED ELEVATOR DRIVE**

**No Chains  
to Break**  
**No Belts  
to Slip**

FOR adequate capacity with smaller investment, lower power costs, and less maintenance expense—here is a drive that meets all the requirements of the smaller elevator and feed mill—a direct-connected, double-reduction unit with all-steel gears; equipped throughout with TIMKEN Anti-Friction Roller Bearings.

Like all of WINTER'S Direct-Connected Drives, this unit entirely eliminates chains, belts, and sprockets. It transmits all of the power from the motor direct to the cup belt—no lost motion, no vibration—"No chains to break, No belts to slip."

The new improved AUTOMATIC BACK-STOP is positive in action, yet easily released for reverse operation.

SELF-LUBRICATING—all moving parts run in a bath of oil. For exact and permanent alignment, the motor base is rigidly prefixed to the gear housing. A flexible

coupling absorbs the shocks of starting and the strains from momentary overloads.

Again, like all of WINTER'S Drives, the Type SX is perfectly adapted to any leg construction—steel, wood or concrete. Geared to fit any make and speed of bucket. Designed throughout for long, satisfactory, carefree service.

**For Larger Elevators**

For still larger capacity legs, we recommend the 5-to-10 H.P. WINTER'S DRIVE; and for extremely large capacity legs the 15-to-35 H.P. Type X Drive—Size of motor according to load.

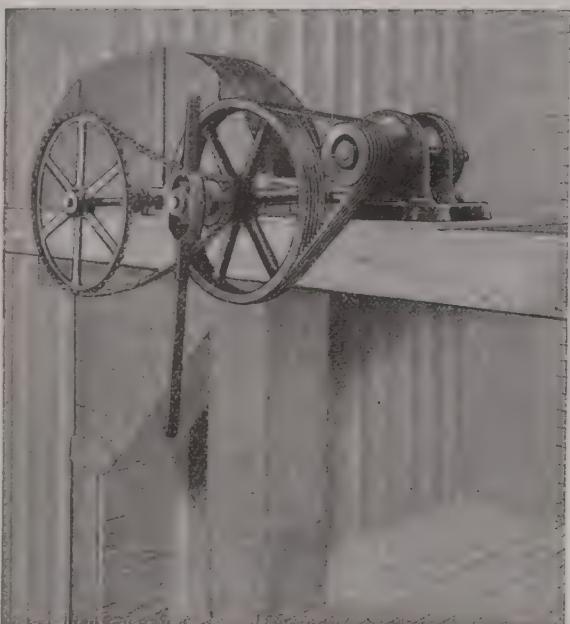
Any or all of WINTER'S Direct-Connected Drives will positively cut your minimum power costs, even during light months; and in rush seasons they prevent those needless delays and breakdowns. Write for facts, prices, and names of users nearest you.

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Minneapolis, Minn.

Winnipeg, Canada

Winter's Pneumatic Dump (5-and-6-ft. Lifts). Winter's Door Control (Hand and Pneumatic)  
 Winter's Full-Floating Boot Pulley (Timken-Equipped). Winter's Steel Boots

**DAYTON COG BELT ELEVATOR HEAD DRIVE**

**A GOOD DRIVE  
FOR ANY MACHINE**

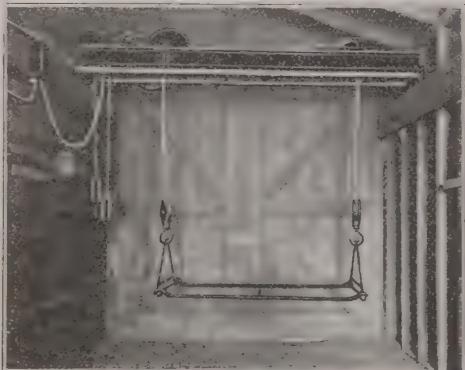


Western Pitless Sheller with Cog Belt Drive

*Write us for  
complete information*

**ELECTRIC TRUCK DUMP  
SELLERS AND CLEANERS—  
HYATT ROLLER BEARINGS—  
DAYTON COG BELT DRIVES—  
SPEED REDUCERS—**

**UNION IRON WORKS, Decatur, Ill.**

**The Bender Electric Overhead Traveling Truck Dump**

Price \$250.00

Its traveling feature allows for dumping wagons, long and short trucks—

Eliminates plant changes, not necessary to change pit openings, floors, etc. Continue to use present wagon log if you desire.

Installation consists of two 3"x12" timbers tied to side walls. Track may extend outdoors in short driveways.

Very Powerful—Safe. Recommended under Fire & Liability Insurance regulations.

BENDER Truck Dumps will not freeze up. They develop no leaks to rob you of power — Their action is instantaneous.

They can be installed at a cost not exceeding \$20 for labor and materials.

A 6-volt motor on the BENDER together with 6-volt generator is the ideal electric dump for plants having no electric connections.

All BENDERS are the same price.

**THE BENDER HOIST MFG. CO.**  
609 So. 48th Street      Omaha, Nebraska

**The Boss Air Blast Stationary Car Loader*****Its All in the Grade***

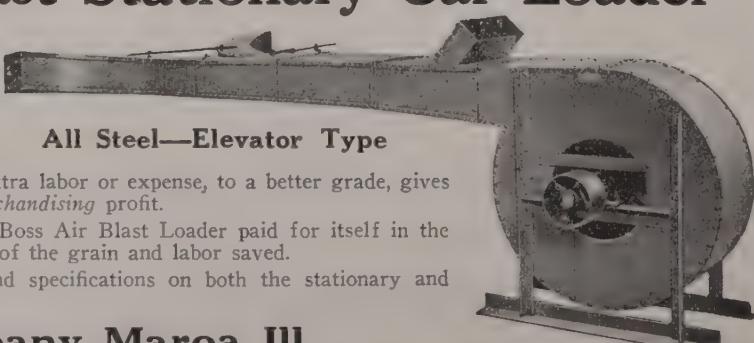
Buying one grade of grain from the farmer and shipping that identical grade gives you a handling charge.

Buying one grade and improving it, without extra labor or expense, to a better grade, gives you, when shipping, a handling charge *plus a merchandising profit*.

We have letters from owners saying that the Boss Air Blast Loader paid for itself in the first eight or ten cars loaded by raising the grade of the grain and labor saved.

Write for catalogue F which gives prices and specifications on both the stationary and portable type loaders.

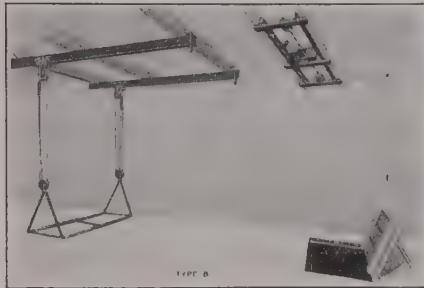
**Maroa Mfg. Company, Maroa, Ill.**



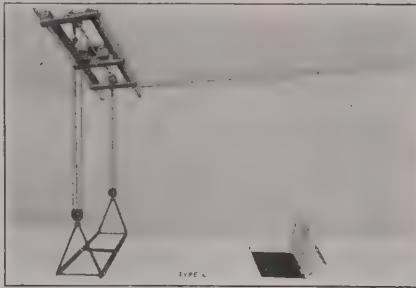
(Patented December 26, 1916.)

# McMillin Electrical Truck Dumps

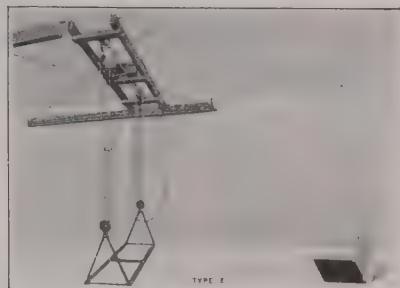
These types of dumps are equipped with electrical power only and have instantaneous response to the touch of the operator; absolutely safe. These are the most scientific and perfect working dumps on the market and are as nearly fool proof as they can be made. Press on the operating button marked "raise" and up it goes; press on the button marked "lower" and down it goes. Release the button and it stops and remains so on either the upward or downward motion.



TYPE B



TYPE C



TYPE E

Dumps in one or any number of dump doors. Easily moved along track to point desired. Obstacles along side of driveway does not interfere with tracks supported from ceiling.

This dump is for operation where the front wheels of a vehicle can be raised at a fixed point, and the length of a vehicle is taken care of by series of doors or grating.

Dumps into one or any number of dump doors. Moved backward and forward by means of a rope. Cable truss prevents running crooked on track and binding.

*Wheel hooks instead of racks supplied if wanted  
Write for full illustrated circular.*

L. J. McMILLIN, 525 Board of Trade Building, Indianapolis, Indiana

## Grain Shipping Record Books

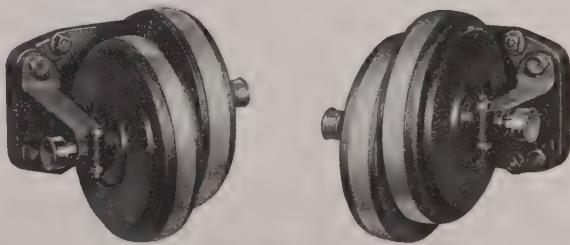
**Record of Cars Shipped.** This form enables country shippers to keep a complete record of each car of grain shipped from any station, or to any firm. It has the following column headings: Date Sold, Date Shipped, Car Number, Initials, To Whom Sold, Destination, Grain, Grade Sold, Their Inspection, Discount, Amount Freight, Our Weight Bushels, Destination Bushels, Over, Short, Price, Amount Freight, Other Charges, Remarks. The book contains 80 double pages of ledger paper, size 9 1/2 x 12 inches, and has spaces for recording 2,320 carloads. Well bound in heavy cloth with keratol back and corners. Shipping weight, 2 1/2 lbs. Order Form No. 385. Price \$3.00.

**Sales, Shipments and Returns.** Is designed to save time and prevent errors. The pages are used double. The left hand pages are ruled for information regarding "Sales" and "Shipments"; the right hand for "Returns". The column headings enable you to make complete records for each transaction. The book contains 80 double pages, and index of ledger paper, size 10 1/2 x 16 inches, will accommodate records for 2,200 cars. Bound in heavy canvas with keratol corners. Shipping weight, 3 1/2 lbs. Order Form 14AA. Price \$3.75.

**Grain Shipping Ledger** for keeping a complete record of the shipments of 5,000 cars. Facing pages are given to each firm to whom you ship and page is indexed. This book contains 80 double pages of ledger paper with 16-page index, size, 10 1/2 x 15 1/2 inches, well bound with cloth covers and keratol back and corners. Shipping weight, 4 lbs. Order Form No. 24. Price, \$4.25

**Shippers Record Book.** This book is designed to save labor in handling grain shipping accounts and gives a complete record of each car shipped. Its 80 double pages of ledger paper, size 9 1/2 x 12 inches, provide spaces for 2,320 carloads. Wide columns provide for the complete record of all important facts of such transactions under their respective heads. Bound in heavy cloth with keratol back and corners. Shipping weight, 2 1/2 lbs. Order Form 20. Price \$3.00.

**Grain Dealers Journal**  
332 South La Salle St., Chicago, Ill.



The Buhler Drive

## DON'T JUNK

your old separator just because its eccentrics are shaking it apart. That 100% success, the Buhler Drive will save you hundreds of dollars. Take off your present eccentric shaft assembly; remove the eccentric shaft, eccentrics and connecting rods; then substitute a Buhler Drive.

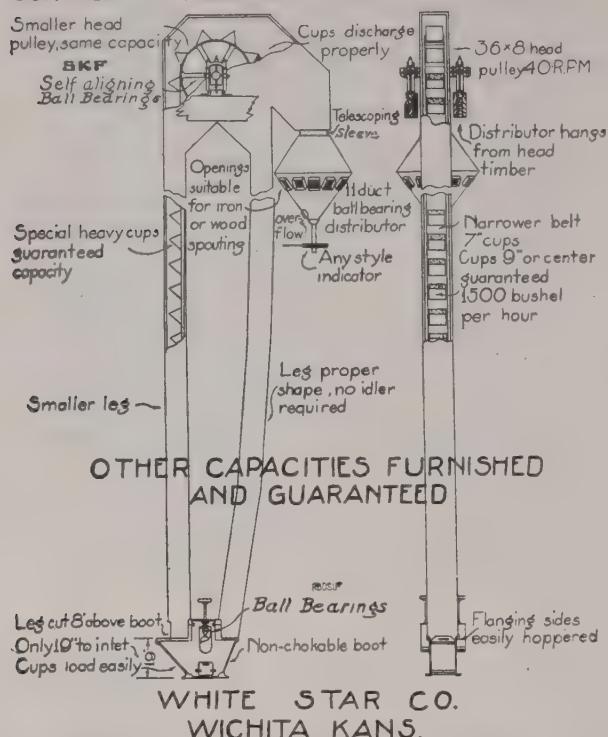
You'll be amazed by what you see—a belt 1 inch wide will drive the shoe of the biggest machine.

*Write for catalog GD125*

**S. HOWES CO., INC.**  
INVINCIBLE GRAIN CLEANER CO.  
SILVER CREEK, N. Y.

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## OUR GUARANTEED CAP. ELEVATOR LEG



## Younglove Engineering Company

Grain Elevators, Transfer Houses,  
Coal Pockets, Feed Plants

Wood or Fireproof Construction

*"If Better Elevators Are Built  
They will STILL Be Youngloves"*

SPECIALIZING  
Concrete Pits that ARE Waterproof

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**T. E. IBBERSON CO.**  
CONTRACTING ENGINEERS  
MINNEAPOLIS, MINN.

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Designers and Builders  
Concrete Grain Elevators  
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Architects and Contractors  
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**RELIANCE Construction Co.**  
Board of Trade  
INDIANAPOLIS IND.  
Designers and Constructors  
of the better class of grain elevators  
—concrete or wood

**A. F. Roberts Construction Co.**  
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**ERECTS FURNISHES**  
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Corn Mills  
Warehouses  
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**L. H. OLSON**  
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Specializing in  
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Designers and Builders of  
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Builder of  
Grain Elevators

**WELLER**  
Metal Pdts. Co.  
Chicago Office      Factory  
505 Utilities Bldg.      Hammond, Ind.  
**SHEET METAL WORK**  
Grain Elevators a Specialty

The Grain Trade's  
accepted medium for "Wanted" and "For  
Sale" advertisements is the semi-monthly  
Grain Dealers Journal of Chicago

**GALVESTON WHARF COMPANY'S  
NEW ELEVATOR "B"**

*Capacity 6,000,000 Bushels*

This Elevator Designed and Construction  
Supervised by

**HORNER & WYATT**

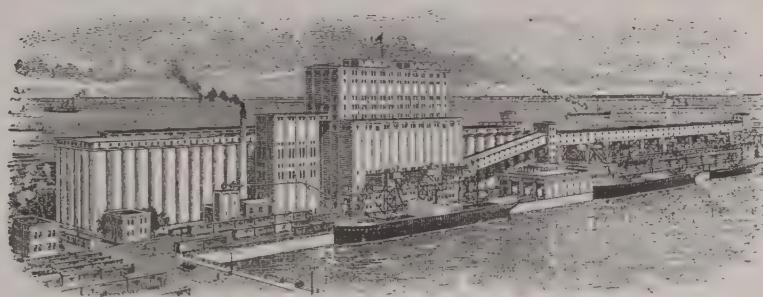
*Consulting Engineers to the Grain Trade*

470 Board of Trade

Kansas City, Mo.



*Capacity  
5,000,000  
Bushels*

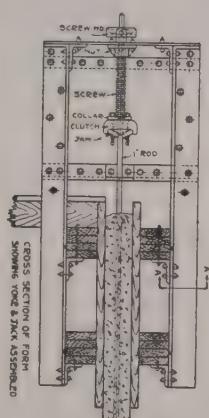


*Equipped with  
Four Stewart  
Link-Belt  
Grain Car  
Unloaders*

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**FORM JACKS**  
for  
Grain Elevator and  
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Accurately Machined.  
Quick and Easy Operating  
Positive Clutch.

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**European Markets**

on grain, flour and feed products  
best and most reliable information is  
found in the daily

**"German Grain Journal"**

a sample copy of which will be  
sent by

Verlag de Deutschen Getreide-Zeitung  
Copenickerstr, 48/49, Berlin, S. O. 16, Germany



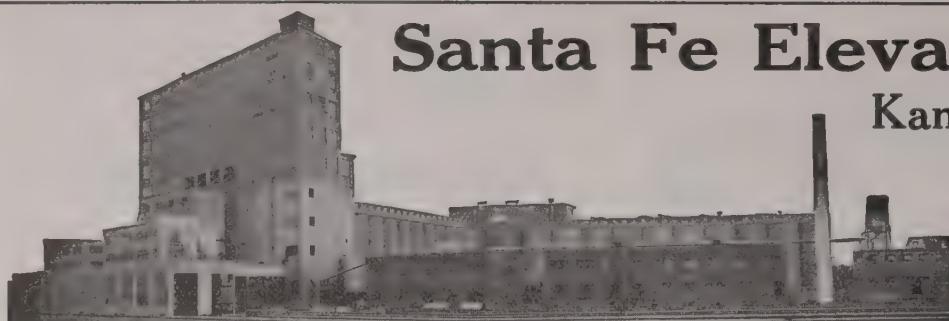
**DAY  
Dust Collectors**

have been standard  
equipment in better  
grain elevators for  
over forty years.

*There's a Reason*

**The Day Company**  
Dust Collecting Engineers  
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## GRAIN ELEVATOR BUILDERS



## Santa Fe Elevator "A"

Kansas City, Kans.

Capacity  
6,500,000 Bushels

**John S. Metcalf Co.**

*Grain Elevator Engineers and Constructors*

111 W. Jackson Blvd., Chicago      460 St. Helen St., Montreal      837 W. Hastings St., Vancouver, B.C.  
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## The Barnett and Record Co.

Engineers

Minneapolis, Minn.      Duluth, Minn.

Contractors

Fort William, Ont.



Designed and Built  
this 3,000,000 Bushel  
Grain Storage Annex  
to Great Northern  
Elevator "S"  
Superior, Wis.

**ROSS B. WILSON**  
**Consulting Engineer**  
332 S. La Salle St. - Chicago, Ill.  
Telephone Webster 7126

**Newell Const. & Mchy. Co.**

Cedar Rapids, Iowa  
30 Years' Successful Experience  
Builders and designers of Feed Mills and  
Mixing Plants, Grain Elevators, Ware-  
houses, etc. Machinery Jobbers.

**ROCHELLE & ROCHELLE**  
**Designers and Builders of**  
**GOOD ELEVATORS**  
Let us furnish your machinery  
28 JOHNSON BLDG., AMARILLO, TEX.

**The Star Engineering**  
**Company**

★      Specialists in  
Grain Elevator Construction

Our elevator stand every test  
Appearance, Strength, Durabil-  
ity and Economy of Operation.  
Estimates and information promptly furnished

★ Wichita, Kansas ★

**Western Engineering Co.**  
713 Cooper Bldg.      Denver, Colo.

Contractors and Builders of  
Grain Elevators that more  
than satisfy the most critical.

**Elevators, Mills, Warehouses**  
**Designed, Built, Repaired**  
**Estimates Cheerfully Furnished**  
**HOGENSON CONSTRUCTION CO.**  
Corn Exchange      Minneapolis, Minn.

There is no better time to ad-  
vertise than the present. Bet-  
ter start before your com-  
petitor. Write the JOURNAL  
today.

**C R A M E R**  
**E l e v a t o r s**

are preferred elevators be-  
cause each is designed and  
built to fit the individual needs  
of the owners.

**W. H. CRAMER**  
**CONSTRUCTION CO.**  
North Platte, Nebr.  
Plans and Specifications Furnished

**You Can Sell**  
**Your Elevator**

by advertising directly  
to people who want  
to buy, by using a

**Grain Dealers Journal**  
**Want Ad.**

GRAIN ELEVATOR BUILDERS



International Milling Co.

Buffalo, New York

Capacity 3,500,000 Bushels

Designed and built by us in  
three periods of construction

Jones - Hettelsater Construction Co.

Grain Elevators, Flour and Feed Mills

600 Mutual Bldg.

Kansas City, Mo.

FEGLES CONSTRUCTION CO., Ltd.

Engineers — Constructors  
Fort William, Ont. Minneapolis, Minn.



N. M. Paterson Co., Ltd. 2,500,000 Bu. Elevator Fort William, Ont.

DESIGNED for the years  
ahead—an advance we pro-  
pose to maintain.



FOLWELL ENGINEERING Co.

Engineers and Constructors

333 North Michigan Avenue

CHICAGO, ILLINOIS, U. S. A.

3,000,000 Bushel Concrete Grain  
Elevator

Designed and Built for  
A. E. Staley Mfg. Co., Decatur, Ill.

**HICKOK** Construction Co.  
MINNEAPOLIS  
**ELEVATORS**

Stevens Engineering & Construction Co., Inc.  
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Designers and Builders

**GRAIN ELEVATORS**

Flour and Feed Mills

Warehouses

**Chalmers & Borton**

620 Pioneer Trust Bldg.  
Kansas City, Mo.

Engineers — Constructors  
Grain Elevators — Feed Mills  
Warehouses

Ask for Quotations on Your Work

## Ain't It The Truth?

"It's easy to convince yourself that your troubles are greater than those of other people" and the Elevator Superintendent who is obliged to operate his elevator without the

### Zeleny Thermometer System

needs no further evidence of his troubles to convince anyone storing grain that he has lots of trouble, but he won't receive much sympathy from the Elevator Superintendents who have the

### Zeleny Thermometer System

for they don't have the same troubles and know that if the Superintendent passing out the self pity stuff would insist on having his bins equipped with the

### Zeleny Thermometer System

his greatest troubles would be over and his nights be restful, his days shorter and his work a pleasure. All mill and elevator owners are interested in saving money and making working conditions as easy and pleasant as possible consistent with economy, why not suggest the

### Zeleny Thermometer System

to your President and let him make inquiry of those who have it? He will be surprised and so will you. Our Catalog No. 6 contains a list of users all of whom have more than one installation. If you want a catalogue or want your President to have one our address is

**Zeleny Thermometer Co.**  
542 S. Dearborn St.  
CHICAGO, ILL.

## CONTACT SPRAY

### A Superior Insecticide

Kills Moths, weevil and vermin in warehouses, feed-plants and food plants.

For spraying bags and packages of grain and food products.

An efficient insecticide for all storage plants.

Evaporates cleanly.

Leaves no odor or no stain.

Please let us send you detailed information and prices on CONTACT SPRAY.

### Thompson-Hayward Chemical Co.

Kansas City  
Omaha  
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Chicago  
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1902      TRI-STATE MUTUAL      1930  
GRAIN DEALERS FIRE INSURANCE CO.  
LUVERNE, MINN.

We write Fire & Windstorm Insurance covering Grain Elevators and contents, also Dwellings and Mercantile property.  
(DIVIDENDS ANNUALLY FOR 28 YEARS)  
E. A. Brown, Pres., Luverne, Minn.      W. Z. Sharp, Treas., Sioux Falls, S. D.  
W. J. Shanard, V.P., Bridgewater, S. D.      E. H. Morsland, Secy., Luverne, Minn.

## LIGHTNING DESTROYS

thousands of dollars worth of property annually.

Buildings properly protected are safe.

Ask Your Mill Mutual Insurance Office for Details of Construction and Insurance Savings

Or address the

MUTUAL FIRE PREVENTION BUREAU  
230 E. Ohio St.      Chicago, Ill.



### SPEED

Anti-friction bearings are proving a boon to elevator owners in the wheat belt where speed in handling grain is often more important than buying margin. Necessity thus often compels the installation of the first set of anti-friction bearings; other sets follow as the result of demonstrated worth.

GRAIN DEALERS NATIONAL MUTUAL FIRE INS. CO.  
INDIANAPOLIS, INDIANA

J. J. Fitzgerald  
Secretary-Treasurer  
Indianapolis, Ind.

C. R. McCotter  
Asst. Secy. and Western Mgr.  
Omaha, Neb.

## Place Your Name

and business before the progressive grain elevator men of the entire country by advertising in the Grain Dealers Journal. It reaches them twice each month.

# Modern Elevators



## NOW EQUIPPED FOR LARVACIDE FUMIGATION

So fool-proof—so positive in ridding grain of all insect pests—so thoroughly recognized is Larvacide that present-day grain elevator plans now include equipment for regular and systematic Larvacide Fumigation.

Could there be any more convincing evidence?

Old storage buildings and wooden elevators require even greater attention to fumigation. Let our Service Staff assist you. Send for details.

**INNIS, SPEIDEN & CO.**  
INCORPORATED  
117-119 LIBERTY STREET, NEW YORK.

Sole Selling Agents for Isco Chemical Co., Inc.,  
Niagara Falls, N. Y.

### DISTRIBUTORS

Larvacide Service, Inc., 214 E. 38th St., New York City  
Larvacide Service, Inc., 4711 Lake Park Ave., Chicago, Ill.  
Safe-Way Exterminating Co., 429 Franklin St., Detroit, Mich.  
Idalene Corporation, 1306 Jackson St., Toledo, Ohio  
Bode Fumigating Co., 1259 Harrison Ave., Cincinnati, Ohio  
Twin City Exterminating Co., 2399 University Ave. W., St. Paul, Minn.  
Orkin Exterminating Co., 82 Courtland St., Atlanta, Ga.  
Ansul Chemical Co., Modesto, California

When you "hop on a Humphrey" you save time, energy and promote efficiency.

**Humphrey**  
Employees' Elevator  
Write—  
Humphrey  
Elevator Co.  
900 Division St.,  
Faribault, Minn.



### GREGORY Hi-Grade-Rebuilt Motors

operate, look and last like new motors—but cost much less. That is why they have been leaders in rebuilt motors since 1893. They are shipped anywhere on approval. Try one and save money.

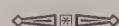
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Hi-Grade-Rebuilt Motors

Send for our 80 page illustrated  
Monthly Bargain Sheet

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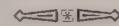


**BALDWIN**  
CHAINS AND SPROCKETS  
for  
Power Transmission and Conveying



### THE BALDWIN LINE

Steel Roller Chain	Precision Silent Chain
Steel Replacement Chain	Oil Well Chain
Accurate Sprockets	Special Chains
Conveying Chains	Engineering Service

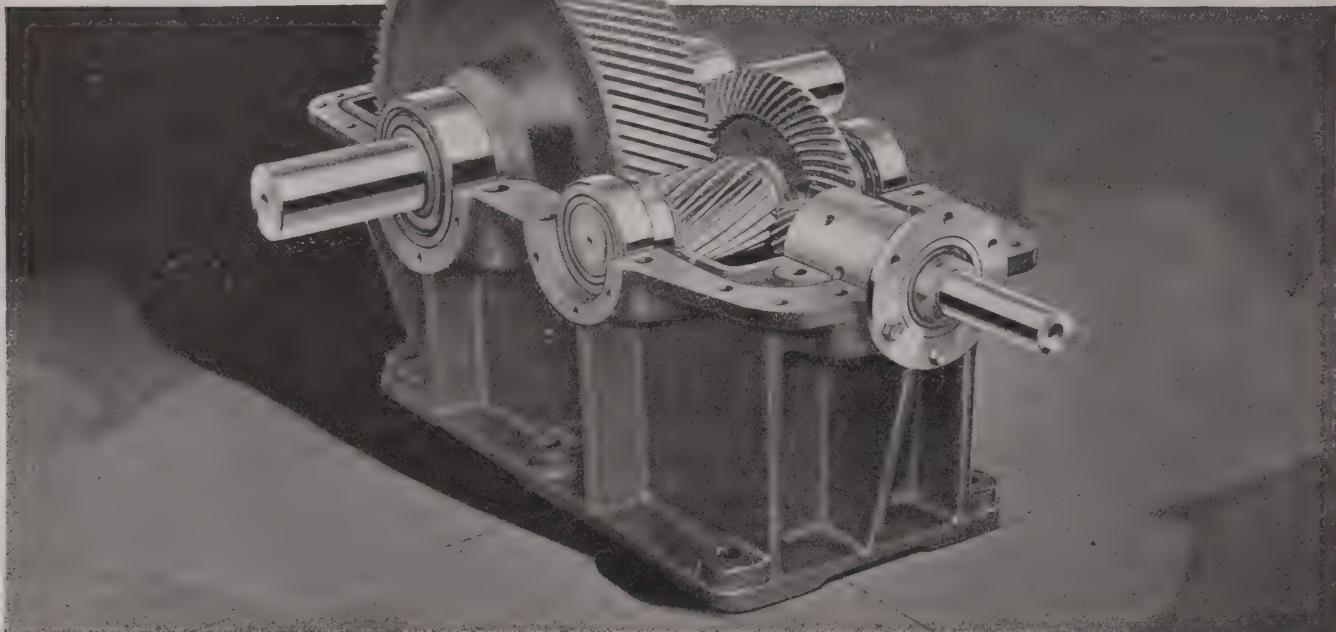


Ask for Catalog H

**Baldwin-Duckworth Chain Corp.**  
BALDWIN DIVISION  
Worcester, Mass. U. S. A.

PITTSBURGH OFFICE  
Rm. 720, Highland Bldg. CHICAGO OFFICE  
549 W. Randolph St.

# FALK



## An Exceptional Speed Reducer Service

Falk service on speed reducers is of vital importance to everyone in industry . . . These good speed reducers are made in standard sizes and ratios in both parallel shaft and right angle types and are carried in stock for quick shipment . . . And their mechanical features, too, are worthy of the most serious consideration . . . They are simple, compact, oil-tight, dirt-proof, quiet, free from heat and vibration, permit a higher ratio of reduction per gear, transmit load and transform speed with less friction loss than any other type or kind . . . In speed reducers, particularly, it pays to consult Falk first!

**THE FALK CORPORATION — MILWAUKEE**

Manufacturers — Herringbone Gears, Speed Reducers, Flexible Couplings, Steel Castings and Oil Engines.

### *Note These Features*

Excessive capacity—unnecessary to buy oversize reducers . . . . Made in standard sizes and carried in stock for immediate shipment . . . All wearing parts are interchangeable and renewable. The entire construction is simple and accessible . . . Patented splash system of lubrication . . . . No male and female shafts, bushed gears or overhung studs. Highest possible efficiency, maintained throughout life of reducer.

**FALK SPEED REDUCERS**

# Wanted and For Sale

The rate for advertisements in this department is 25 cents per type line each insertion

## ELEVATORS FOR SALE

**CENTRAL KANSAS**—My elevators for sale. For information write 64B5, Grain Dealers Journal, Chicago, Ill.

**CENTRAL ILL.**—Good elvtr. for sale in town handling 550,000 bus. grain annually. Write 64G11, Grain Dealers Journal, Chicago.

**MISSOURI**—25,000 bus. elevator for sale; 35 miles from Kansas City; in good wheat territory. For information write A. F. Wegener, Napoleon, Mo.

**GRAIN ELEVATOR**, Coal and Mfg. business for sale to close estate. In a county seat town of 7,000. A. D. Hughes Company, Wayland, Mich.

**OHIO**—15,000 bus. grain elevator for sale; plenty of warehouse room; all electric equipment; good territory to draw from. The Farmers State Bank, Eldorado, O.

**CENTRAL PART OF IND.**—12,000 bus. elvtr. for sale. Electric power; feed; coal; tile. Good town and country. Two railroads. Write 64H6, Grain Dealers Journal, Chicago.

**SOUTH DAKOTA**—Grain elevator for sale. Capacity 36,000 bu. One Flat House, 18,000 bu. Coal Sheds. Address Arvid Anderson, Secy., Erwin Grain Co., Erwin, So. Dak.

**KANSAS**—Iron clad cribbed grain elvtr. for sale; good scales; coal sheds; office building; house practically new; big territory. Price \$4,000. Write or wire Box 26, Galatia, Kans.

**WEST CENTRAL ILL.**—12,000 bus. elevator and feed mill for sale; good wheat and oats prospect; electric power; excellent location; to close estate. Write Gertrude Garrett, Administratrix, Camp Point, Ill.

**SO. COLORADO**—30,000 bus. elevator and feed mill, in the best agricultural section in U. S. Must sell to settle an estate. Doing a good business. Wonderful climate for T. B. or Asthmatic people. Soft artesian water. If interested write M. Sondles, Center, Colo.

**MEADE, KANS.**—Elevator for sale. Excellent, very large trade territory. Will bear investigation. Now in operation by us and has been for 11 years. Would not sell but for other business that commands my attention. Write Mr. T. S. Moffett, % Moffett Live Stock Com. Co., Kansas City, Mo.

**EXTRAORDINARY OPPORTUNITY**  
Bulk concrete storage for sale—175,000 bushels, cribbed 50,000, sacked 75,000, total 300,000. Track scale, two switch tracks, ample ground. Located in town of ten to fifteen thousand in winter wheat territory in southwest. Price \$18,000, one-half cash, balance easy terms. Address 64K16, Grain Dealers Journal, Chicago, Ill.

**THIS AD WILL APPEAR BUT ONCE**  
Have a 25,000 bu. elevator at Fairmont, Minn., for sale. (No trades.) Ten ton Fairbanks dump scale installed; large hopper scale; re-shingled and painted four years ago; 7½ h.p. motor; Hall distributor; car dump; both pits clear; loads good. If not sold expect to open August 1st, 1930. Address George S. Livermore, Fairmont, Minn.

## ELEVATORS FOR SALE

**NORTH CENTRAL IOWA**—15,000 bu. elvtr. for sale. Manager's residence in connection. In best of grain territory. Address 64J23, Grain Dealers Journal, Chicago, Ill.

**CENTRAL IOWA** elvtr. for sale. In heart of corn belt; 55,000 bu. capacity; A-1 condition; only elvtr. in town; all gravel roads. Write 64J8, Grain Dealers Journal, Chicago.

**CENTRAL NEBRASKA**, elevator, feed and coal business for sale. 50,000-bus. capacity; truck scale and dump. In good territory. Write 64C17 Grain Dealers Journal, Chicago, Ill.

**TWO ELEVATORS** for sale in small town 60 miles south of Chicago in good grain territory. No competition; also coal and sideline business. Address 64J14, Grain Dealers Journal, Chicago, Illinois.

**KANS.**—21,000 bushel grain elevator for sale or trade. Located in Sumner county, Kansas, and income property located in Arkansas City, Kans. Rented for \$85.00 per month. For information write Box 116, Webb City, Okla.

**CENTRAL KANSAS**—10,000 bus. iron-clad elevator for sale. New 10-ton type S. Fairbanks Truck scale; new Kewanee air dump with steel hopper. Price \$5,000. Address 64H10, Grain Dealers Journal, Chicago, Ill.

**WISCONSIN**—20,000 bus. elevator for sale. Equipped with grinding and cleaning machinery, electric power. Excellent for retail business. Located in one of foremost dairy centers. Address 64G1, Grain Dealers Journal, Chicago, Illinois.

**MEADE, KANS.**—15,000 bus. iron-clad elvtr. for sale. Double all steel Kewanee air lift; motor power; new bucket belt; everything A1 condition; only three elvtrs.; over a million bus. station, fine town. Write J. C. Lewis, 610 W. 58th Terrace St., Kansas City, Mo.

**OHIO** elevator for sale; 12,000 bus. capacity; in heart of real grain and feed territory; iron-clad. In little town with two railroads; only elevator in town; doing real business. Must sell account of health. Address 64G5, Grain Dealers Journal, Chicago.

**OHIO**—Modern equipped grain elevator for sale. Large feed, seed and grinding business. About \$200,000 retail business per year. Large grain and feeding territory. Town 10,000. Best reason for selling: well worth the money. Write 64H4, Grain Dealers Journal, Chicago.

**KANSAS**—For sale at bargain, good elevator at excellent wheat point at Hardtner, Kans., end of Mo. Pac. branch. Frame iron-clad, truck dump, truck scale, electric motor, 8,000 bu. capacity. Ware-room attached, office and coal bins detached. At \$5,500, possession July 1st. Inquire of John H. Frobst, owner, Arkansas City, Kans., or Art Wetz, Hardtner, Kans.

**WESTERN OREGON**—50,000 bus. elevator and 10 car hay warehouse for sale. Feed roller, hammer mill, 3 clipper cleaners, 3 special clover cleaners, corn cracker, feed mixer. Load or unload bulk cars, tank wagons or trucks. Business good and getting better. Will sell or incorporate with experienced man with money. Reason for selling, lack of capital. Sell for \$25,000—replacement value \$40,000. Well worth the money. Write 64K18, Grain Dealers Journal, Chicago, Ill.

## LEASE WANTED

**WANT TO LEASE** two to five elevators in wheat territory in western Kansas, western Oklahoma, or Panhandle of Texas for coming year by old established grain firm. Address 64B1, Grain Dealers Journal, Chicago, Ill.

## ELEVATORS WANTED

**WANT TO EXCHANGE** good 210 acre farm for an elevator. Farm is ½ mile from high school, stores and churches, and 9 miles from town of 35,000 population. For information write E. A. Lewis, College Corner, O.

**IF YOU DO NOT** find the elevator you want advertised, place your wants in the "Elevators Wanted" section and you will receive full particulars regarding many desirable properties not yet advertised.

## ELEVATOR BROKERS

**ALWAYS HAVE ELEVATORS** for sale. To save time, please state amount you wish to invest and location you prefer. James M. McGuire, 6440 Minerva Ave., Chicago, Ill.

## ELEVATOR FOR SALE OR TRADE

**WILL SELL OR TRADE**—20,000 bus. elevator located at Geuda Springs, Kans., for land or city property. Write Traders Investment Co., Arkansas City, Kans., or Otto Bunch, Webb City, Okla.

## ELEVATOR AND FEED MILL FOR SALE

**MAINE**—Grain mill and elevator for sale. Built recently for distributing plant for chain store business. Situated nine miles east of Portland, largest city in Maine, on Maine Central Railroad, with milling-in-transit privilege. Big field to work in; great opportunity. Reason for selling, illness. If interested, write owner, F. W. Shaw, 36 Mt. Vernon Ave., Augusta, Maine.

## FEED MILL FOR SALE

**FEED MILL** for sale; best loc. in cattle and hog community. No competition; doing good bus. Reason, poor health. Box 96, Ryan, Ia.

**WINNECONNE, WIS.**—Feed mill, flour and feed business for sale. No better dairy and chicken industry in Wisconsin. Electric power; railroad at door; good fishing and hunting; good schools and churches. Cause for selling, old age. Will sell all or one-half interest. For further particulars, write Schneider Brothers, Winneconne, Wis.

## MILLS FOR SALE

**SO. WEST COLO.**—Bayfield Water Mill for sale. Doing profitable business. Cheap water power; 35-bbl. capacity; Long system. Several thousand bushels of wheat on hand. Cleared about \$15,000 in 5 years. Other business calling. Worth at least \$10,000; will give some terms to right party, or cash \$8,000. S. E. Barnes, Bayfield, Colo.

## SAMPLE ENVELOPES

**SAMPLE ENVELOPES—SPEAR SAFETY**—for mailing samples of grain, feed and seed. Made of heavy kraft paper, strong and durable, size 4½x7 inches. Have limited supply to sell at \$2.60 per hundred or in lots of 500, \$2.30 per hundred f. o. b. Chicago. Sample mailed on request. Grain Dealers Journal, 332 S. La Salle St., Chicago, Ill.

# The GRAIN DEALERS JOURNAL

## BUSINESS OPPORTUNITIES

**COAL BUSINESS** in a real live eastern Iowa city; big business and small investment with fine location. Address 62F1, Grain Dealers Journal, Chicago, Ill.

**MALONE, N. Y.**—Retail and wholesale flour and feed business for sale. Fine dairy section. Located on line of railroad, full equipment, grinder, mixer, corn cracker, etc. Washburn Milling Co., Malone, N. Y.

## HELP WANTED

**WANT** live-wire salesman familiar with selling mch'y to elvtrs. Must know enough about elvtr. constr. to figure installations. Write 64K8, Grain Dealers Journal, Chicago.

**EXPERIENCED** grain man for country station wanted about June 15th in No. Panhandle Texas. Must be good accountant; quick and accurate. State experience, reference and salary wanted in first letter. Address B, First State Bank, Booker, Tex.

## MOTORS FOR SALE

**ONE** 20-H.P., 1800 R.P.M. 220 volt A.C. Fairbanks Morse motor and starter complete for sale; only slightly used; priced right. Write Jones Bros., Stone Bluff, Ind.

**30-H.P. WATSON** Motor for sale; 220-V., 3-Phase, 60-Cy., 1160 rev. ball bearing; compensator. Fine condition. Used little. Make best offer. B. A. Suttles, Blanchester, Ohio.

**3-PHASE, 60-CYCLE MOTOR BARGAINS**  
60-h.p., 1800 R.P.M., 220/440 volt.  
50-h.p., 1200 or 900 R.P.M., 220/440 volt.  
40-h.p., 1800 or 1200 R.P.M., 220/440 volt.  
30-h.p., 1800 or 1200 R.P.M., 220/440 volt.  
25-h.p., 1800 or 1200 R.P.M., 220/440 volt.

Many others. All speeds and sizes. V. M. Nussbaum & Co., Fort Wayne, Indiana

## ENGINES FOR SALE

**FOR SALE CHEAP**—Fairbanks Morse 10-h.p. kerosene engine; run about 3 months; sell on terms. Write John Inghram, Walsh, Colo.

**ONE 10-H.P.** Fairbanks Morse Engine for sale. In good condition. Oil or gas. Installing motor reason for sale. Also 5 bu. Sonander automatic scale. Priced right. Write Bader & Company, Vermont, Ill.

## ENGINES WANTED

**A COLUMBUS** Engine wanted. Either 8, 10 or 12-h.p. In fair running order. State price. C. P. Greening, Mackinaw, Ill.

## KEEP POSTED

### GRAIN DEALERS JOURNAL

332 So. La Salle St. Chicago, Ill.

with which is consolidated *Grain World*, formerly *Price Current-Grain Reporter*.

**Gentlemen:**—In order to keep us posted regarding what is going on in the grain trade outside our office, please send us the *Grain Dealers Journal* twice each month. Enclosed find Two Dollars for one year.

Name of Firm.....

Capacity of Elevator..... Post Office.....

State.....

## SITUATION WANTED

**WANT POSITION** as manager of elevator at good station; 15 years successful experience; best references. Address 64K3, Grain Dealers Journal, Chicago, Ill.

**COMPETENT** elevator manager open for position in Illinois. Middle aged; 20 years experience; excellent references. Address 64K17, Grain Dealers Journal.

**POSITION WANTED** by experienced grain buyer, anywhere. 20 years' experience; can take entire charge. Address 64J16, Grain Dealers Journal, Chicago, Ill.

**POSITION WANTED** by efficient mgr. with 7 yrs. exp. with farmers' companies. Exp. in grain, lumber, all sideliners and live stock. Good bkpr. Best refs. Write Otto Hueser, 5526 Wayne Ave., Chicago, Ill.

**POSITION** with line elevator or milling company; 15 years experience in grain buying, selling and accounting. Single, college education; available immediately. Address 64K14, Grain Dealers Journal, Chicago.

**COMPETENT MAN** with yrs. of practical exper. wants position managing farmers elvtr. Mont. preferred. Understand all sideliners that fit in with country warehousing; familiar with Federal warehouse; accountant and bookkeeper. Address P. O. Box 202, Genesee, Ida.

**WANTED POSITION** as manager of elvtr. line or in buying or selling end for grain or milling company. Expert grain accountant; single; 15 yrs.' exper. in all departments of grain business. Excellent refs. and bond. Write 64J22, Grain Dealers Journal, Chicago, Ill.

## SAMPLE PANS



Made of sheet aluminum, formed by bending, reinforced around top edge with copper wire. Strong, light, durable. The dull, non-reflecting surface of the metal will not rust or tarnish; assists users to judge of the color and to detect impurities.

Grain Size, 2 1/2 x 12 x 16 1/2", \$2.00  
at Chicago.

Seed Size, 1 1/2 x 9 x 11", \$1.65  
at Chicago.

GRAIN DEALERS JOURNAL  
332 So. La Salle St., Chicago, Ill.

## SCALES FOR SALE

**RICHARDSON AUTOMATIC** Soft Feed Scale for sale. Capacity three to six 100-lb. bags per minute. In excellent condition. Delaware Mills, Inc., Deposit, N. Y.

**FOR SALE CHEAP**—One Fairbanks Automatic grain weighing scale; 240 pound dumps; 1,000 bushels per hour. Address W. Quackenbush, Independence, Wis.

**RICHARDSON** Automatic Scales 4 to 8 bu. capacity, for sale; fine condition. Also R. R. track scales. Address Standard Mill Supply Co., 1307 Waldheim Bldg., Kansas City, Mo.

**FIVE-BUSHEL** automatic Fairbanks scale for sale, in perfect condition. Can be seen at Brookings in operation at this time. Geo. P. Sexauer & Son, Brookings, S. D.

**AUTOMATIC DUMP SCALE** for sale; 7-bu. size, in excellent condition; accurate weigher; used very little. "Sonander" made by Howe Scale Co. Ed. F. Mangelsdorf & Bro., St. Louis, Missouri.

## SCALES WANTED

**WANTED**—Richardson Automatic grain and bag portable scales. State capacity, how long used and lowest price. Morse Engineering Co., 1307 Waldheim Bldg., Kansas City, Mo.

**RICHARDSON AUTOMATIC** Scale wanted, 6 bu. hopper, or larger. State if hand or self-comp. type, how long used, if now set up and can be seen working or why not in use, and lowest price. Rudloff Grain Co., Steen, Minn.

## HELPFUL BOOKS FOR CARLOT GRAIN HANDLERS

Clark's Fractional Values table is on heavy cardboard, 9 1/2 x 11 inches, showing the value of any quantity from 1 to 50,000 bushels by ten bushels. Breaks at 1/8, 1/4, 1/2, 1/8, 1/4 and 1/8 cents. The number of bushels is shown in red and the value in black. Price 25 cents.

Clark's Decimal Wheat Values cover only wheat and show the value at a glance or with one addition of any quantity of wheat from 10 lbs. to 100,000 lbs. at any market price from 50 cents to \$2.39 per bushel. Printed on ledger paper and bound in art canvas. Weight 12 ozs. Order Form 33XX. Price \$2.00.

Purchase and Sale Contracts give a quick reference to Purchases and Sales. The Purchases being recorded on the left hand page and Sales on the right so user can quickly determine if he is long or short. Bound in tan canvas, 100 double pages size 8 1/2 x 14 ins. Order Form 18 P&S. Price \$3.00. Weight 2 1/2 lbs.

Clark's Freight Tables: Show the freight rate per bushel from a given rate per hundred pounds, when the rate is from 2 to 50 1/2 cents per hundred pounds, by one-half cent rises. The table is printed in two colors on heavy bristol board, size 7 x 9 inches, and may be used for determining the freight per bushel of 60, 56, 48 and 32 pounds. Price 15c, 3 for 40c.

Leaking Car Report Blanks bear a reproduction of a box car and a form showing all points at which a car might leak, thus facilitating the reporting specifically places where car showed leaks at destination. One of these blanks should be sent with papers for each car with the request that it be properly filled out and returned in case of any signs of leakage. Printed on bond, size 5 1/2 x 8 1/2 inches, and put up in pads of 50 blanks. Order Form 5. Price 40c a pad; three for \$1.00. Weight 3 ounces.

Clark's Decimal Grain Values save time and money and prevents errors. It shows at a glance, or with simple addition, the cost of any quantity of grain from 10 to 100,000 pounds at any given market price and reduces pounds to bushels on the same page. Values are shown directly from pounds without reducing to bushels. Pounds shown in red figures and values in black; price being given at top and bottom of each page. Prices for oats range from 10 to 79 cents a bushel; for corn, rye and flaxseed, 10 cents to \$1.09; for wheat, clover, peas and potatoes, 30 cents to \$1.59; for barley and buckwheat, 20 cents to \$1.49 per bushel. Order Form 36. Price \$4.00. Weight 1 1/2 lbs.

All prices are f. o. b. Chicago.

GRAIN DEALERS JOURNAL  
332 South LaSalle St. Chicago, Ill.

MACHINES FOR SALE

NO. 7 CLIPPER SEED MILL for sale. Used very little. Write U. J. Cover Seed Company, Mt. Gilead, Ohio.

FOR SALE—Ball Bearing Hangers, Pillow Blocks and Pulleys. Reasonable. Transmission Machinery Company, Chicago, Ill.

FOR SALE—Union Special, Type "L", motor driven, bag closing machine. Write or wire STANDARD MILL SUPPLY COMPANY, 1307 Waldheim Bldg., Kansas City, Mo.

AIR-BLAST CAR LOADER, new, very best on the market; reasonable. Write or wire Standard Mill Supply Co., 1307 Waldheim Bldg., Kansas City, Mo.

FOR QUICK SALE

Motor and belt driven single and double head attrition mills, slightly used, fully guaranteed. Wire, phone or write for extremely attractive prices. DIAMOND HULLER CO., Winona, Minn.

NEW AND USED MACHINERY FOR SALE

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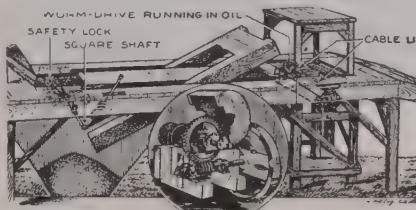
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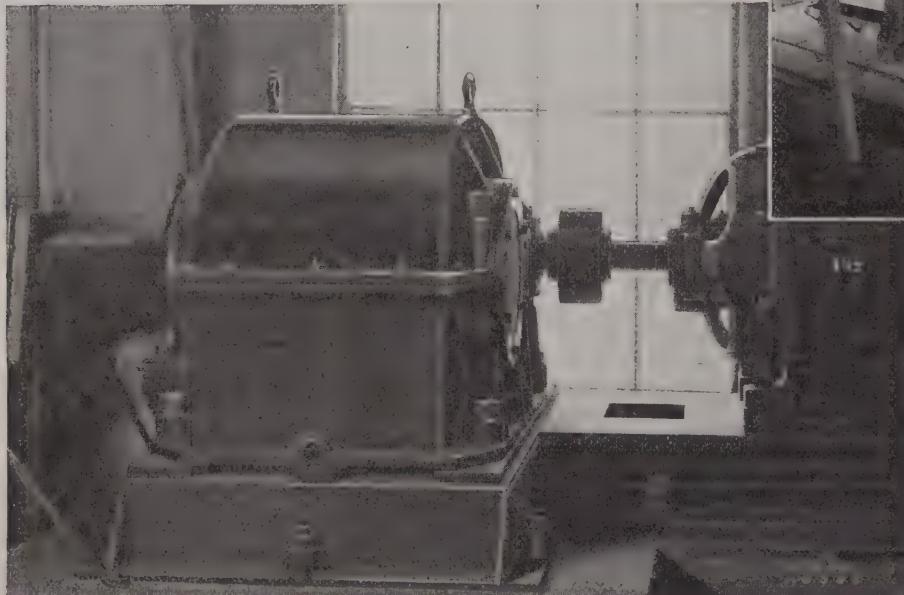
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at the

## Pillsbury Flour Mills Elevator



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# LINK-BELT

## GRAIN DEALERS JOURNAL

With which is consolidated the  
Grain World, formerly  
the Price Current Grain Reporter.

332 S. La Salle St., Chicago, Ill., U. S. A.  
Charles S. Clark, Manager

Published on the second and fourth  
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QUERIES for grain trade information not  
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is free.

CHICAGO, MAY 28, 1930

JUST AS AN INDICATION as to how  
seriously the Farm Board's appeal for acre-  
age reduction, is taken in some parts of the  
country and by some people, a farming  
group has been organized in western Texas  
for the purpose of planting 6,400 acres of  
virgin soil to wheat, this fall. Self interests  
prompts producers to reduce their acreage  
that way.

IF MARKETING grain through pools is  
so much more efficient than the existing fac-  
ilities, why the necessity of offering pro-  
ducers the use of half a billion dollars as a  
certain premium for abandoning the estab-  
lished facilities? If the real farmers believed  
marketing grain thru pools brot better prices  
some of the many pools organized in the  
U. S. A. during recent years would still be  
operating.

THE TAX BILL on one business building  
in the down town section of Chicago is  
just around \$64,000, and this is by no means  
the limit. Doubtless there are some who  
will say: "How does that interest me? I  
don't have to pay it." The tenants and the  
customers of the tenants have it to pay, and  
whether or not you are a purchaser in any  
of its stores, makes no special difference.  
Taxes, in a thousand ways, are passed on to  
the consumer, and that is the reason why  
every one should be interested in the way in  
which our tax money is spent. Graft, cor-  
ruption, and foolish spending can and should  
be stopped.

DAMP GRAIN from the combines is sure  
to make a world of trouble for the country  
elevator with large storage capacity but no  
drier.

MINERALS in feedstuffs are often looked  
upon by the inexperienced as condiments  
for the purpose of correcting disorders. Ex-  
perienced feed men recognize that a stitch in  
time does a lot of saving, and keeps up the  
health of their stock by correct feeding, which  
includes mineral requirements, instead of  
waiting until nature makes it manifest that  
the rations are unbalanced and unable to  
meet the demands of the body.

IN SPITE OF THE FACT that the  
grain men were the first to be "taken for a  
ride," by the Farm Board, it begins to look  
as though the independent wool men might  
be the first to take the Marketing Act and  
its wool marketing "child" into court. It is  
said that much evidence has already been  
gathered and action at an early date is pre-  
dicted. If the U. S. Supreme Court is given  
the right arguments the law will be declared  
unconstitutional.

ON THE BASIS of recent votes, one of  
the prominent metropolitan newspapers clas-  
sified 57 members of the Senate as socialists.  
North, south, east and west; all sections of  
the country are represented (or misrepre-  
sented) by men who would have the Na-  
tional government engage in various business  
activities, in competition with its citizens.  
The more radical of these are well known,  
and as they come from states that are not  
basically socialistic, it would seem to be a  
comparatively simple task to retire them to  
private life. An aroused public sentiment is  
all that is necessary.

NO MAN, who has not been divinely in-  
spired has ever been able to look into the  
future as the market forecasters claim. No  
one has, with absolute assurance been able  
to say that grain, stock or real estate prices  
would be higher (or lower) "next week," or  
"next month" or "next year." It was found,  
upon the death of one of this country's  
ablest financiers, that there were included in  
his assets, worthless securities having a face  
value of several million dollars, and every in-  
vestor and certainly every speculator is occa-  
sionally found on the wrong side of the  
market.

A BILL TO REGULATE the marketing  
of perishable farm products has recently  
passed the Lower House of Congress and it  
is expected that henceforth irresponsible  
dealers and brokers will be prevented from  
refusing shipments on a declining market.  
Such ridiculous regulations from a lot of  
political potboilers is naturally to be ex-  
pected. The irresponsible dealers and brok-  
ers have no more regard for the edicts of  
Congress than they have for the rights or  
interests of their customers. This country  
needs nothing quite so urgently as a Con-  
gress made up of statesmen who will con-  
sider the interests of citizens and of com-  
munities in preference to log-rolling in the  
hope of gaining more votes.

POLITICIANS are notorious turncoats,  
and just as their former enthusiasm for the  
Volstead Act is now evaporating so may  
they soon turn their backs on the Agricultural  
Marketing Act. An amendment denying  
government funds for price fixing is  
within possibility.

RUSSIA, Italy, France, Australia, Argen-  
tina, and Brazil are all talking more wheat.  
Canada is temporarily out of this class, but  
will be in it again just as soon as there is  
a ray of hope for profitable production. It  
begins to look as if the world might have  
wheat "to burn" during the next few years.  
Pegging the price closed some European  
markets to our wheat and increased our  
acreage.

SOME OF THE WHEAT MEN are  
saying that Europe must secure 250,000,000  
bushels of wheat from North America dur-  
ing the first half of the new crop year—July  
1 to Dec. 31. If she does, that will be much  
better than for the same period in 1929, but  
only about in line for the 3 preceding  
years. Much will naturally depend on Euro-  
pean production, including that of Russia,  
the latter being the great enigma in the  
world's wheat markets.

THE LARGE ATTENDANCE at the  
spring meetings of the various state asso-  
ciations shows that the country dealers are  
at last deeply interested in the activities of  
the Federal Farm Board and the efforts  
of the government to use their tax money  
to put them out of business. When they  
get after their representatives in Congress  
and convince them of the disastrous results  
for both producer and handler the politicians  
will get a different view of so-called farm  
relief.

MANY United States farmers have tried  
marketing wheat thru pools and abandoned  
the practice as impractical and expensive,  
yet the farm agitators have induced our  
political vote chasers to lend them half a  
billion of the taxpayers hard earned money  
to be used as bait in hooking the unwary  
wheat grower. Is this fair to the farmers  
who do not grow wheat, or do not care to  
market their crop thru the pool, or fair to  
the other taxpayers or to the experienced  
grain handlers who have long marketed  
wheat efficiently and on a narrow margin?

ELEVATOR MANAGERS who attempt  
to cover up shortages in their accounts by  
burning an empty elevator when their books  
show the bins to be full are simply adding  
crime to crime and increasing the difficulty  
of hiding their misdeeds. Burning an eleva-  
tor under suspicious circumstances invari-  
ably results in the investigation of all the  
manager's operations. An elevator manager  
cannot often sell grain locally or ship it out  
for his own account without the transaction  
being discovered later. The only safe course  
to pursue is to refrain from using the funds  
of employers for personal interests. Then  
an overdrawn account does not tempt one to  
commit a second crime in order to cover up  
the first.

RUBBER dropped to the lowest price in history May 20 in the London market; and perhaps the recent promise of Chairman Legge that the Farm Board will quit trading in wheat after disposing of its stock on hand is due to the Chairman reading the handwriting on his own wall.

WINTER WHEAT farmers of the Southwest and their friends are making faces at the Farm Board whenever it says anything about reducing the acreage planted to wheat. With the tractor, the combine, cheap land and labor the Southwest is preparing to seed a larger acreage than ever, and we doubt if anyone will stop them until over-production of the world's wheat fields depresses the price below their cost of production.

FORCING farmers to join the wheat marketing pool of the farm agitators may seem easy for the Federal Farm Board, but being widely at variance with the wishes of farmers who prefer to market their own products is meeting with much opposition. Paying taxes to support an expensive army of bureaucrats to market grain by pooling methods is so repugnant to the independent ideas of the average farmer thousands are refusing to have anything to do with it.

THE INJURY done the cause of the North American wheat farmer by the Canadian Wheat Pool and the Federal Farm Board will be felt for many years to come. Their attempts to boost the price of wheat on foreign buyers has greatly stimulated production in all European countries as well as in the wheat exporting countries competing with North America for their trade and what is still worse these two agencies have crippled and handicapped all North American exporters to the great disadvantage of the producers.

THERE ARE NOW said to be more than 830,000 boys and girls engaged in 4 H. club work. They are learning how to do things better than their fathers and mothers are doing them, and the results, in ten or fifteen years from now are sure to be profound. The boys are going to grow more and better grain per acre, turn out more and better poultry and eggs, have better dairy cows and produce, more and better cattle and hogs without consulting the Farm Board. The grain, feed and seed men will do well to cultivate these boys, right now.

THE CORN COMBINE has just been tried out successfully in Kansas. The machine went into a field of corn that had stood all winter and shelled 4½ acres in three hours at a cost of \$1.18 an acre or less than 3 cents a bushel. The combine left the stalks on the ground and cleaned the shelled corn. Thus does the march of invention revolutionize the methods of industry. It will be some time however before we throw the corn cleaner out of the elevator cupola, though the rapid movement from the field may introduce new problems for the elevator operator, as is the case with the wheat combine in the Southwest.

FORECASTING the grain markets by any state agricultural agency or by the Federal Dept. of Agr. is far from the original purpose of government. No government buro or dept. is equipped to forecast values and any attempts in this line will surely bring grief to interested citizens who try to profit by the false advice of the bull headed bureaucrats.

FUTURE trading in wheat on the Liverpool exchange broke all records in 1929; and it is surmised that the meddling of the Farm Board and the Grain Futures Administration may have driven the hedgers in foreign countries who formerly used the United States futures market to do their hedging in Liverpool, free from ridiculous restraints.

### Too Much Land

There are more than a billion acres of land in the United States upon which no crops of any kind are being grown. Some of this would be very valuable, from an agricultural standpoint, but for a lack of moisture, and if a demand for its utilization ever arises, water for irrigating millions of acres will unquestionably be found.

As a matter of fact, however, too many acres are now being cultivated under our present agricultural set up, as production costs are too high to permit of our successfully competing in many of the world markets. It should not be inferred from this, that our farmers are not as efficient as farmers of other countries. The point is that if, by increased efficiency they could still further cut production costs per unit, markets that are now untouchable could be actually dominated to the mutual profit of all concerned.

This idea, however, is not in line with the thought of a good many Washington officials. They would have us cut our volume of production to domestic needs. They would have millions of acres that are now producing crops, turned into wood lots and forests, but with wood substitutes now being made from numerous agricultural wastes, growing trees for lumber apparently offers no special inducement.

What to do with this so-called marginal land, therefore, presents a big problem. Abandoned farms, by the hundreds, are to be found in some states but that is not an economic solution. They soon become overrun with weeds, briars and scrub trees and become a blot on the landscape and drag down the value of adjacent farms. To bring such land into cultivation again costs more than it is worth.

The U. S. D. A., estimates that less than half of the area physically capable of being used for crops, is now so utilized. If all agricultural production is cut to a domestic basis, the percentage would be still further reduced. Non-productive land is an economic loss and worthless land pays no taxes. The question therefore is: Shall we produce more, at lower per unit costs or less, at higher?

### Arbitration Strengthened by Court Decision

The New York State Court of Appeals, which is the court of last resort in that state, even superior to the so-called Supreme Court of New York, on May 6 reversed a decision of the Appellate Division which had held unconstitutional that provision, Section 4-A of the New York Arbitration Law enforcing a finding by an arbitration com'ite against a party who ignored the proceedings before the com'ite altho he had signed an arbitration agreement.

The case was that of Finsilver, Still & Moss., Inc., in whose favor the award of the com'ite had been entered, and Goldberg, Maas & Co., Inc.

Because of the fundamental question involved affecting practically all agreements to arbitrate future disputes in which a definite procedure is provided, the American Arbitration Ass'n petitioned the Court for leave to intervene and filed a brief in support of constitutionality prepared by former Federal Judge Edwin L. Garvin and Wallace T. Stock, members of the law firm of Lewis, Garvin and Helsey. The Law was held valid.

Under this decision, if a party ignores the various notices received and fails or refuses to appoint arbitrators or attend hearings, he does so at his own risk. The arbitration may then proceed in his absence, and the arbitrator may render an award upon hearing the complaining party only. Judgment may then be entered on this award unless the defaulting party can establish that there was no arbitration agreement, or that he had not defaulted or that the arbitrators were not appointed in accordance with the method provided in the agreement. The defaulting party's failure to proceed with the arbitration, will have lost for him, however, the opportunity to present his defense on the merits.

The Court suggests that a party who may later wish to question the existence of the agreement or whether there was proper compliance with the procedure agreed upon, may nevertheless safeguard his defense on the merits of the controversy, either by submitting his evidence at the hearing under protest and with the understanding that he reserves such rights, or by applying to the courts for a stay of the proceedings pending the determination of such rights.

The significance of the decision, according to the American Arbitration Ass'n, is that by reversing the Appellate Division and upholding the provision of law under which the Ass'n had proceeded in accordance with its rules to designate the arbitrator and arrange for the hearing, the highest court of the state has definitely relieved a party complying with his arbitration agreement from the necessity of enlisting the aid of the courts to direct a recalcitrant party to proceed and has placed upon the latter the responsibility for undertaking court action to prevent the arbitration from proceeding and, if he fails to do so, to assume the risks of his own default.

## Jacob's Voice but Esau's Hands

Some of the milling papers are quite sympathetic toward the Agricultural Marketing Act, due undoubtedly to the way in which the Farm Board has thus far tried to win the good will of the millers. They doubtless recall that Chairman Legge some time ago said the farmers had no intention of taking over the business of the millers and the packers.

What they do not recall it, that the majority of the members of the Farm Board are thoroly sold on the idea that the farmer should retain control of his product until it reaches the hands of the consumer. To this majority, the middleman is unnecessary, and both farmers and consumers would be better off without him.

In this connection, it might be well to call attention to the fact that Federal funds have already been supplied to buttermakers, to retailers of milk, to processors of raisins and to canners of cherries. As the Act was signed by President Hoover less than a year ago, and as the Board has been functioning for less than 11 months, it is apparent that a pretty good start has been made toward the objective sought by this majority, an objective that is clearly and specifically provided for in the law.

The hands may be those of Esau, but the voice is that of Jacob.

## Not One Problem, But Many

Many, if not all of the newspapers seem to feel that the success of the Agricultural Marketing Act depends altogether on the ability of the Farm Board, helped or hindered by "old man weather," to handle successfully the wheat situation. They say that if the Board can make the growing of wheat profitable to all of the farmers producing that commodity, it will have "won its spurs."

As those who are familiar with the Marketing Act know, however, wheat is by no means its only problem. There are more farmers in this country who do not grow wheat than there are who do. Some of these are in distress, and the most of them would welcome any activity by the Farm Board that would mean increased profit. They will not complacently see all of the wheat farmers made prosperous, contributing their share through higher bread prices, but will vociferously demand that help which will bring them similar profit.

If the Board succeeds in getting wheat, cotton and tobacco producers to reduce the acreage devoted to these three crops, the land will certainly not be permitted to remain idle and in most cases the things that are planted, as substitutes, will simply add to the surplus and tend to depress prices on them. In some of the substitutions, as in the case of soy beans for corn, or flax for wheat, an excess production of either or both would have a depressing effect upon the prices of cottonseed, peanuts, etc.

We now have a fairly good agricultural balance. A quick and drastic change would unquestionably prove disastrous in more ways than one, and solving the problem for the wheat farmer could not, by any stretch of the imagination, be considered a solution of the whole farm problem. That is too big a job for any Board or Bureau, and must eventually be left largely to the inexorable law of the survival of the fittest.

## Leniency by Buyer Causes Heavy Loss on Contract

Evidence of partiality toward farmers on the part of the lower courts in agricultural districts is contained in the case of J. H. Carroll at Palmyra, Neb. The story has been bruited about from mouth to mouth during the 30 days since the decision by the district court. Here is the way it reached a representative of Grain Dealers Journal:

Early last spring, when the wheat market was sagging and bearish influences indicated still lower prices, a farmer in Mr. Carroll's territory talked him into a contract on unharvested wheat while the market would still stand 83 cents a bu. on wagon wheat, fearing it would work to still lower levels before harvest.

Mr. Carroll prepared a contract in duplicate and had the farmer sign both. No money was paid down. Delivery date was covered in the contract with "delivery between July 1, 1929, and July 31, 1929, buyers' option."

As the season advanced and harvest commenced the market worked upward until it reached a point around \$1.40 in the month of July. While other farmers were busy threshing and delivering their wheat to the elevators, the farmer who had made this contract was holding off. It was rumored around Palmyra that neighbors had asked him why he didn't thresh and that his reply was, "I have my wheat contracted for July delivery; but if I don't thresh in July I can't deliver it. Then the contract is broken."

Having hedged the contract with a sale, Mr. Carroll was anxious to get the wheat. On the 23rd day of July he wrote the farmer, saying,

"When are you going to deliver me your contracted wheat? I have sold against this and must have delivery to fill my contract. If it is impossible to deliver it this month, we may be able to get a short extension of time. But we want it as soon as possible."

On August 5th Mr. Carroll received word that the farmer had threshed and had sold his wheat to another elevator. Investigating and finding this true, he brought suit against the farmer to recover damages, this being the difference between the contract price and the July 31 cash price.

Suit was brought in the district court. Evidence was offered that the contract had been regularly made and signed. The farmer offered as evidence the letter of July 23 written by Mr. Carroll.

Lawyers for Mr. Carroll demanded damages because Mr. Carroll had sustained a loss thru failure of the farmer to live up to his contract, and contended that Mr. Carroll's letter to the farmer on July 23 constituted official demand for fulfilment.

Lawyers for the defense contended that the letter did not constitute such official notice and that the absence of official notice during the 30 days period constituted breach of contract on the part of Mr. Carroll.

The judge ruled that Mr. Carroll's written statement in his letter of July 23, offering, in effect, "If it is impossible to deliver this month, we may be able to get a short extension of time," constituted extension of time unauthorized by the Nebraska law. Therein Mr. Carroll was declared to have committed a breach of contract and the paper was void. Mr. Carroll had to pay the court costs.

Assuming hearsay not to have twisted the facts in the case the above recital would indicate that Mr. Carroll is quite incensed over the injustice of the courts and strongly op-

posed to contracting and further mixups with the law. Certainly in such case the court overlooked the intent of the parties contracting and the intent of the contract, simply freeing the farmer from his obligation.

Insertion of the words "buyer's option" in the contract imposed on the buyer the duty of naming a definite date for delivery; and if he neglected to do so during the month that the contract was alive he could not demand delivery on some other later date. His letter of July 27 should have read "You are hereby notified to deliver wheat sold on contract to me on or before July 31."

If "buyer's option" meant that buyer could elect whether or not to take the wheat the contract was void because one-sided.

## A Long and Short Haul Decision

Invocation of the principle laid down in the so-called Subiaco case, United States vs. Mo. Pac., will place upon the carrier demanding its long haul, the burden of showing the reasonableness of the higher combination rates resulting from the cancellation of the joint rates over the route short-hauling the carrier invoking the Subiaco rule. That, it is believed, is shown in the decision of the Commission in L. and S. 3385, grain and grain products from Erie railroad stations in N. Y., N. J. and Penn., to stations on the Pennsylvania railroad and West Jersey & Seashore.

In that case the Commission found not justified the proposed increased rates on the commodities specified, from points in Buffalo, N. Y., and the Buffalo rate district, to destinations on the Pennsylvania and its subsidiary, via Croxton, N. J. It found justified the proposed restriction of joint rates on such traffic from points on the Erie to specified destinations on the Pennsylvania in trunk line territory to apply only via Johnsonburg, Pa., or other specified junctions. Inasmuch as there were no protests against that restriction the finding is not regarded as of much, if any significance.

The other part of the case, however, is regarded as of much meaning to those who have studied the Subiaco decision and its implications. In its essence the proposal, made by the Erie upon the insistence of the Pennsylvania, was to cancel the joint rates over the through route via Croxton, N. J., so that joint rates from the Buffalo rate area to the indicated areas of destination would apply only to Elmira. Such restriction would shorten the haul of the Erie, the originating carrier and lengthen that of the Penn. The latter said that the rates in question were published by the Erie, without its consent, in August, 1923.

After pointing out that the present joint rates via Croxton to certain destinations on the New York, Trenton and Philadelphia divisions of the Pennsylvania were in disregard of the long and short haul part of the fourth section, the Commission said that the only real justification offered for the increase in the rates via the Croxton route was the desire of the Pennsylvania to obtain the long haul. It said that increases ranging from 9.5 to 27 cents were not necessary for the removal of fourth section departures amounting to only half a cent. Under the conditions here presented the justification offered, the Commission said, was not sufficient. It said the respondents had not sustained the burden which rested upon them of showing that the increased rates over the Croxton route would be reasonable and otherwise lawful.

# Asked—Answered

[Readers who fail to find trade information desired should send query for free publication here. The experience of your brother dealers is worth consulting. Replies to queries are solicited.]

## Damage Claim Against Freight Charges?

*Grain Dealers Journal:* If you have the record we wish you would give us the specific case number of the editorial paragraph published in the Journal Mar. 26, reading:

A shipper's claim for damages to shipment may be used to offset the carrier's claim for unpaid freight charges under the recent decision of the Supreme Court of the United States in C. & N. W. Ry. Co. v. Lindell. The carriers have sought to maintain as a principle the payment of freight charges first on the plea that the Interstate Commerce Act required it, and that the suit for damages must be in a separate action. Now the Supreme Court declares that the bringing of the counterclaim serves to avoid inconvenience and expense and injustice as well as consumption of the court's time.

Can shippers use claims to offset unpaid disputed freight charges?—Wilder-Murrel Grain Co., Cedar Rapids, Ia.

**Ans.:** At the time the case had not been officially published in the Supreme Court Reporter and citation could not be given; but it will be found now in Vol. 50, page 200 of the United States Supreme Court Reports, under Chicago & Northwestern Ry. Co. v. Lindell, and briefly in the department "Supreme Court Decisions" this number.

The decision by the Supreme Court of the United States is important as upsetting the theory long held by claim agents as well as shippers that damage claims could not offset freight; and, coming from the highest court of all, is doubly valuable to shippers. Of course the counterclaim must grow out of the same shipment and the claim must be pushed as any other damage claim under the terms of the B/L, the Interstate Commerce Act and the state statutes.

## Recovery for Plugged Car?

*Grain Dealers Journal:* A few days ago we purchased a carload of corn from a grain company at Oklahoma City, at 89½ c per bu. delivered Morrison, Okla., Kansas official grades and weights, and No. 2 corn, mixed.

Upon arrival of this corn, it did not look like No. 2 corn to the writer, so we had sampler here to take a sample and send in to the Oklahoma City inspector and he grades it low No. 4 and possibly No. 5, and upon unloading this corn we find the corn in the bottom of the car to be musty, cracked and looked as tho the loader had dumped a lot of dirt and screenings in the bottom of the car in such a way as to deceive a person to look like it was a natural way, the other end of the car was not that way.

We decided that we had a plugged car and called the federal inspector from Oklahoma City to come and look at the car, and he graded the corn at the bottom of this car to be No. 6.

We would like to have your opinion on this trade, are we entitled to a refund under the grain trade rules? and how much? This corn is not fit to be sold for chicken or horse feed. —Klein R. Riddle, Mgr., Farmers Trading Ass'n, Morrison, Okla.

**Ans.:** The buyer is bound to accept the corn if the seller tenders a Kansas official certificate of grade as specified in the contract. No claim can be made for refund if seller furnishes the inspection certificate. The whole purpose of the official inspection is to settle this very question of grade. If the inspector makes an error and the grain is not up to the quality, whoever holds the certificate is the loser, if it is too late to call for reinspection or appeal.

If buyer can prove a deliberate attempt on the part of seller to defraud by plugging or "stovepiping" a suit for damages should bring reimbursement for loss.

## How to Get Rid of Weevil?

*Grain Dealers Journal:* We have quite a bit of wheat on hand and we are having quite a lot of trouble with weevil and we have been informed the Journal can tell us just what would be the most effective thing to use to destroy the weevil and not hurt the wheat.—John Gienger & Co., Jeffersonville, Ind.

*Grain Dealers Journal:* Please mail us at once full directions for the use of cyanide and sulphuric acid combined to kill weevil and rodents in warehouses.

We need the full rule to figure from it for all conditions and write our own directions for each room and warehouse.—Ervin Milling Co., Xenia, O.

*Grain Dealers Journal:* We have a feed shed full of sacked feed in which there are quite a few weevils. What is the best way to get rid of them?—R. M. Lang Elevator, Hoffman, Minn.

**Ans.:** If obtainable use chloropicrin, also sold under the trade name of "Larvacide." If not, use carbon bisulfid, if insurance policy has no clause forbidding it. If policy forbids use of bisulfid, use hydrocyanic acid gas.

Chloropicrin is 283 times as poisonous to insects as the molecule of the more familiar carbon bisulfid. It is not inflammable, is not explosive. It works at a lower temperature and is so powerful that less of the vapor is required to be mixed with the air. Altho so deadly to insects it has the advantage over hydrocyanic acid gas of not being poisonous to man. Its disagreeable odor and offensiveness to the eyes are sufficient warning to keep away. It is so powerful that one pound per 1,000 cubic feet will kill the bean weevil, at small cost.

### HOW TO USE CARBON BISULFID

Bisulfid of carbon is easy to use, but the policies of the mutual companies contain a clause, "This policy shall be void if the assured does now, or hereafter keep, use or allow bisulfid of carbon in any of the buildings described in this policy."

For carbon bisulfid treatment first clean the bin thoroly, sweeping the sides and remove all refuse. Make the bin as air-tight as possible. Then pour bisulfid of carbon on top of the wheat in the bin and as it evaporates the heavy vapor will sink thru the grain and kill the insects. The gas is poisonous and the operator should avoid breathing it. All fire and naked lights must be kept away as the gas is very explosive when mixed with air, so that after using, the elevator should be aired thoroly before entering. About 1½ lbs. per thousand cubic feet should be sufficient.

The bisulfid is much more effective in hot weather than in winter. The use of a greater quantity in cold weather does not help much. The liquid or the vapor does not injure the grain in any way for germination or for human food.

### HOW TO USE HYDROCYANIC ACID GAS

Hydrocyanic acid gas is one of the most deadly poisons known to medical men. A person inhaling one breath would not live long enough to take a second breath. All precautions must be taken to keep away from the rooms or buildings in which the gas is employed.

The gas is generated by placing cyanide of potassium (KCN) in sulfuric acid (H<sub>2</sub>SO<sub>4</sub>). The cyanogen (CN) which is poisonous combines with the hydrogen (H) of the acid to form the gas HCN. The chemical reaction is the simplest and all preparations are directed to distribution of the gas and the safeguarding of the life of the operator.

The quantity required is ¼ grammes of cyanide per cubic foot of space to be fumigated. A room 10x10x10 ft. containing 1,000 cu. ft. will require 250 grammes. As there are 28.35 grammes to the ounce, divide this by 28.35 to reduce to ounces, giving 8 4/5 oz. For each ounce of cyanide allow 1 ½ times as

many ounces of acid, liquid measure. Allow 1 ½ ounces of water for each ounce of acid.

The acid and water should be distributed in the different rooms in stoneware or china crocks, or wooden pails. The acid should be poured into the water, not the reverse, each crock to contain sufficient water and acid to act upon three pounds of cyanide, the crocks having a capacity of two or three gallons each. The cyanide is tied up in three-pound paper packages, and one package suspended over each crock by a string from the ceiling into which a screw eye has been screwed. All the strings from the screw eyes are gathered to one point near the door where the operator is to make his quick exit.

Starting on the top floor the operator lowers the cyanide into the crocks containing the acid and water, closes the door and goes to the next floor below and repeats in each floor below to the basement. Do not attempt to escape by ascending a stair in the room after the cyanide has been dropped into the liquid because it is too hazardous. Doors should be barred to keep strangers out.

After 5 to 24 hours the door and windows should be opened for half an hour or longer to allow the gas to escape and in tight rooms and basement much longer, before entering. Entry should be postponed until after all the characteristic peach pit odor has disappeared.

If potassium cyanide is unobtainable sodium cyanide will answer. The strongest acid should be purchased, if of weaker strength more must be provided.

The gas will kill all insects and vermin and all larvae.

## Repairs for Automatic Scale?

*Grain Dealers Journal:* Please tell me thru Asked-Answered column where I can get repairs for automatic scales manufactured by the Northwestern Automatic Scale Co., of Minneapolis, Minn., name plate "Series C 267, pat. Jan. 16, 1912."—Farmers Elevator Co., Miller, S. D.

**Ans.:** The Northwestern Company was succeeded by the Klingler Mfg. Co. and the scale called the "Klingler," after which the factory was destroyed by fire in 1920. If the company is no longer in business, as seems likely, since it is not listed in the Minneapolis telephone directory, information may be obtained as to the availability of parts, perhaps, from the then officers, who now reside in Minneapolis, H. L. Laird, secy. treas., 2517 Dupont Ave.; H. B. Morrison, vice-pres., 2500 Emerson Ave.; or A. Coleman, pres., 2525 Thomas Ave.

The inquiry has been forwarded to a Minneapolis automatic scale expert now active in the trade who is most likely to be of assistance.

A bill appropriating \$8,000,000 for the purchase of a reserve of grain has been adopted by the French Chamber of Deputies; but the price control amendment tacked on in the Chamber will be fought by the government in the Senate.

## Southwest Terminal Grain Elevator Ass'n Organized

At the call of Cecil Munn, of Enid, Okla., 25 grain men of Oklahoma, Kansas and Texas met there, May 7, and formed the Southwest Terminal Grain Elevator Ass'n, the purpose, as defined by the minutes being "To co-operate with our government, the farm board and its subsidiaries, and the grain trade in general for the economic buying, handling and distributing of the country's grain by making available our elevator facilities for that purpose."

Officers are L. H. Powell, pres., Wichita; Julie Smith, first vice pres., Fort Worth; John O'Brien, second vice pres., Oklahoma City; Cecil E. Munn, sec. treas., Enid.

Directors elected are: H. F. Johnson of Galveston, George S. Colby of Houston, H. F. Hoffmaster of Texas City, Albert Hinn of Plainview, Tex.; Walter Barlow of Amarillo; Stanton Thacher of Wichita Falls; Bruce Young of Hutchinson, Kan.; J. F. Moyer of Dodge City, Kan.; B. K. Smoot of Salina, Kan.; D. J. Donahue of Ponca City, and J. C. Crouch of Dallas.

## Program Five States Convention at St. Joseph

The St. Joseph Grain Exchange, St. Joseph, Mo., invites the grain dealers of Kansas, Nebraska, Colorado, Iowa and Missouri to attend its 5-State grain dealers convention to be held June 17.

Registration will take place at the St. Joseph Grain Exchange offices from 8:30 a. m. until 12:30 p. m., and immediately following lunch, a tour of St. Joseph's newer milling and elevator plants will be made.

A baseball game between Western League teams may be scheduled for the 17th, or in lieu thereof, golf, horseshoe pitching or other entertainment.

A dinner will be served about 6:00 p. m., following which the speakers to be obtained for the meeting will deliver their talks, and there will be a general discussion of the present problems of the grain trade. A dance will be held following the meeting.

## Threat to Withdraw from National Grain Corporation

Objecting to the compulsory marketing agreement sought by the Farmers National Grain Corporation delegates to the annual meeting of the Equity Union Grain Co. at Kansas City, Mo., May 20, threatened to withdraw.

A spokesman for the Equity said:

Our original conception of the agricultural marketing act was that we would be permitted to borrow money on a straight business or banking basis. However, a large corporation was formed by the farm board, farmer-owned, but it is questionable whether it is farmer-controlled.

If a grain co-operative is a borrower, not only must the actions of co-operative executive committees be approved by the farm board, but also policy of operation is dictated and the appointment of officers and managers.

We must decide whether we want cheap money which is offered to us at about 5 per cent interest with all of these strings tied to it or stay out of this venture and obtain our capital at higher rates of interest but remain free to sell our products when and where we desire.

The marketing agreement or contract is preferred by the farm board and Chairman Legge has told us it is its intention to continue with this plan. We will not sign this contract with the Farmers' National and if the farm board does not want us on that basis it may invite us to withdraw.

## Government Should Not Compete in Any Business

Ira Hastings, pres. of the Hastings-Stout Co., grain dealers, at Cairo, Ill., unlike some grain shippers at other river points, is not willing to be the beneficiary of government in business. All fair-minded men who place principle above self will admire Mr. Hastings for rejecting the bribe, in the following which appeared in the Cairo *Evening Bulletin*.

Our national Government has been gradually slipping from its general purpose set out in the Constitution and encroaching on the individuals or corporations that pay taxes to make our Government possible.

If we should look at our own hobby from the viewpoint of the citizens of California or Maine, we might find that they would look upon our own beloved barge line [Mississippi-Warrior River Barge Line] with an entirely different viewpoint from that of residents in the Mississippi Valley who are being served by this Government's war baby.

In the first place, do you think this project was necessary? It was conceived as a war measure to facilitate prompt movement of freight, but really our railroads could and would have moved all the commerce more promptly than via the barge line, and after the war there was no excuse whatever for the Government to continue this project in competition with the heaviest tax-paying institutions that support the Government.

For example, our railroads pay each year approximately \$420,000,000 in taxes, and from

1913 to 1929 their taxes have been increased from \$118,000,000 to \$420,000,000.

It requires the entire net revenue derived from all rail mileage in the United States eighty-five days of the year to pay their taxes. It requires one dollar for every \$7.25 paid for labor on all railroads to pay taxes.

Now the point I want to bring out is that the Government is taxing the railroads to furnish money for the Government to operate in competition to them a transportation line which pays no taxes whatever and on which the Government spends large sums of money to keep up the track, which is the river.

## Farmers Disgusted with Farm Board

The Pullman Grain Growers, Inc., of Washington, have telegraphed Alexander Legge, and Senators Jones, Dill, Borah and Walsh, complaining that northwest wheat growers had "been held up at every stage of the game." They ask:

Why have our people been told they could receive loans on the 1929 crop, basis \$1.13 terminal, until June 30, and why was the date changed to April 30?

The wheat growers of the northwest have been discriminated against. We have been continually advised that all members of the grain growers would be taken care of through federal aid. Ninety per cent of the farmers joined the organization with the distinct understanding that all would receive emergency aid.

Country bankers carried the farmer under the same assurance. Much of this grain would have been marketed March 1 at higher values than at May 1.

The action of the farm board in curtailing loans will result in dumping millions of bushels of wheat on the market.

If the farm board will break its word this early in the game, what assurance have we that they will take care of us in the coming crop that is sixty days away?

## Coming Conventions

Trade conventions are always worth while, as they afford live, progressive grain dealers a chance to meet other fellows from the field of daily strife and to be convinced that the much maligned horns are truly mythical. You can not afford to pass up these opportunities.

May 27-29. Pacific States Seedsmen's Ass'n, Pasadena, Calif. Headquarters Hotel Huntington.

June 13-14. Pacific Northwest Grain Dealers Ass'n, Lewiston, Idaho.

June 14. Colorado Grain Dealers Ass'n, Denver, Colo.

June 16-17. Montana Farmers & Independent Grain Dealers Ass'n at Havre, Mont.

June 16-17. Central Retail Feed Ass'n, Schroeder Hotel, Milwaukee, Wis.

June—Iowa Farmer Elevator Managers at Fort Dodge.

June 17. Five States convention sponsored by the Grain Exchange at St. Joseph, Mo.

June 18. Indiana Grain Dealers Ass'n mid-summer meeting, Indianapolis, Ind.

June 19-20. Ohio Grain, Mill & Feed Dealers Ass'n, Commodore Perry Hotel, Toledo, O.

June 19-21. Southern Seedsmen's Ass'n, John Marshall Hotel, Richmond, Va.

June 23-24. Farm Seed Ass'n of No. America, King Edward Hotel, Toronto, Canada.

June 25-27. American Seed Trade Ass'n, King Edward Hotel, Toronto, Ont.

July 7, 8. National Hay Ass'n at Columbus, O.

July 3-4.—The Fraternity of Terminal Elvtr. Superintendents of North America, at Chicago, Ill.

Aug. —. New York State Hay & Grain Dealers Ass'n, Syracuse, N. Y.

Oct. 12. Terminal Grain Weighmasters National Ass'n, Hotel Sherman, Chicago, Ill.

Oct. 13-15. Grain and Feed Dealers National Ass'n, Hotel Sherman, Chicago, Ill.

Oct. 14. Chief Grain Inspectors National Ass'n, Hotel Sherman, Chicago, Ill.

## B. F. Hales Succumbs to Heart Failure

While seated at his desk conversing with his nephew, G. W. Hales, Burton F. Hales, who had had heart trouble for years, reached for a stimulant but died of heart failure before his hand reached his mouth, May 16.

He was born June 26, 1853, at Henrietta, O., where he passed his boyhood on a farm, later entering Oberlin College. After having taught the country school he went to Chicago in 1875 and engaged in the restaurant business and furniture manufacture.

In 1887 he engaged in the malting business at Chicago, an activity which developed until he operated five malting plants at Minneapolis, Milwaukee, Waterloo, Wis., Chicago, and a small house at Geneva, N. Y., consuming 30,000 bus. of barley a day. His first partner in this business was D. H. Curtis, the name of Bemis & Curtis being changed to Hales & Curtis. When the ambitious American Malting Co. bought this firm's property Mr. Hales organized the Northwestern Malt & Grain Co., in 1898, which is still in operation. In 1914 he formed the firm now known as the Hales & Hunter Co., to deal in feeds, grain and seeds. He was interested in various corporations, among them the Interstate Malting Co. of Milwaukee, and the Minneapolis Malt & Grain Co., of Minneapolis, Minn.

For the past 15 years his hobby has been farming and stock raising, operating a 900-acre farm at Prairieville, Ill., that he purchased in 1914. Only the day before his death he had attended an auction sale where he purchased a herd of Guernsey cattle. The farm also was used for experiments with the firm's feed products.

He was a member of the Chicago Board of Trade for 40 years.

He is survived by the widow, a daughter, Laura, and two sons, James Howard Hales of Fifield, Wis., and De Witt V. Hales, operating the Hales Milling Co., at Wauwatosa, Wis.

The funeral services were held at the family residence, Oak Park, Ill., and the burial was at Milwaukee, Wis.



B. F. Hales, Chicago, Ill., Deceased

# Letters from the Trade

[The grain dealers' forum for the discussion of grain trade problems, practices and needed reforms or improvements. When you have anything to say of interest to members of the grain trade, send it to the Journal for publication.]

## Kansas Conditions Greatly Improved

*Grain Dealers Journal:* I attended the Kansas Grain Dealers' Ass'n annual meeting at Hutchinson, and there isn't any question but that there has been an improvement in crop conditions in the southwest since four weeks ago. There is also a better feeling regarding business as the Farm Board has not been successful in its desperate efforts to tie the wheat shippers with a contract compelling them to deliver 100% of their shipments or else pay a penalty, and in an open market we are willing to take our chance. Unless we can render a service to the shipper that justifies a shipment, we do not want or expect the business, and we realize that it is efficient and hard work to realize full values for the grain.—F. D. Bruce, Kansas City, Mo.

## Extending Contract After Expiration

*Grain Dealers Journal:* A recently published decision by the grain arbitration board of the Grain & Feed Dealers Nat'l Ass'n, holds that "a reasonable time" should be considered as entirely proper in determining the expiration of a grain contract or its extension.

Such a holding is so absolutely absurd as to appear ridiculous when applying to grain contracts. Customary business usage and regular published rules prove very clearly, beyond any question or doubt, that one of the most essential and fundamental specifications of a grain contract is its definite time of fulfillment and expiration.

If an extension of time is granted and agreed to, that extension forms a new contract and must be equally as definite and specific as to its time of expiration.

If either or both parties agree to an indefinite time of extension, then it is just too bad for the party most concerned, because such an extension is non-enforceable and subject only to the mutual will and consent of both parties as agreed to in the extension, and virtually amounts to the same as an invalid contract.—E. M. Flickinger, Oklahoma City, Okla.

## Montana Convention to be "Closed to Non-Co-ops"

*Grain Dealers Journal:* Our convention this year is going to differ somewhat from conventions held in the past, inasmuch as members who will be invited to attend this meeting will consist almost entirely of farmers' co-operative elevators and especially those who are affiliated with the Northwest Grain Ass'n. The convention will, then, literally be under the auspices of the Northwest Grain Ass'n.

It is my thought that in order to promote the best interests of these elevators, we are going to refrain from having present with us any element in conflict and not in harmony with the new grain marketing plan of the Federal Farm Board. It is our earnest hope and endeavor that we can make the Farm Board plan—as set forth by the Northwest Grain Ass'n—a success and believe that much good can come of a convention of associated members and other co-operative elevators desiring to affiliate with the Farm Board plan.

It is our earnest hope that we may also have a good attendance of such independents as are desirous of re-organizing their business and be-

coming co-operatives. It is our thought that this convention shall consist only of such elevators and grain companies as can affiliate with the N. G. A. thru one or the other of the three known and recognized co-operative agencies eligible for membership in the Farmers National Grain Corporation.

The convention will be held at Havre, Mont., on June 16-17.—T. J. Larson, field representative, Northwest Grain Ass'n, and sec'y of the Montana Farmers & Independent Grain Dealers Ass'n.

Radio makes plants grow at double speed according to experiments made by Dr. Fritz Hildebrandt of Berlin, who exposed the seeds for 15 minutes to short waves ranging from half a millimeter to 30 centimeters.

## State's Attack on Wheat Growers Ass'n Defeated

The Supreme Court of Kansas on Mar. 8, 1930, decided against the State of Kansas in the proceeding brought by the Attorney-General to intervene in the suit by C. A. Little and others against the Kansas Wheat Growers Ass'n and the Kansas Co-operative Marketing Ass'n.

Plaintiffs, as stockholders of the wheat growers' ass'n, sued for themselves and other stockholders. The petition charged abuses of corporate power, and alleged that the wheat growers' ass'n had transferred property to the marketing association, without consideration. The prayer was for recovery of the property or its value from the marketing ass'n, for removal of officers of the wheat growers' ass'n, for appointment of a receiver, and for winding up the affairs of the wheat growers' ass'n.

The intervening petition alleged the wheat growers' ass'n was irregularly and fraudulently organized, its corporate powers have been abused, its property has been dissipated, the business for which the corporation was chartered has terminated, and its corporate objects have been abandoned.

**The Supreme Court** said: It appears from the petition and the intervening petition that the wheat growers' ass'n transferred some property to the marketing ass'n, without consideration. There is no allegation in either petition giving any clue to the nature or quantity of property transferred or its value. The petitioner alleges the transfer was made about 1925. If so, claim for restoration or for damages is barred by limitation. The intervening petition significantly omits to state when the transfer was made. Whenever it was made, qualified persons, the stockholder plaintiffs, have an action pending to recover the property or its value. If the help of a receiver is needed, the court may appoint one. When the stockholder plaintiffs secure restoration of the misappropriated assets to the treasury of the corporation, that abuse of corporate power will be remedied; and the present public interest in the behavior of the wheat growers' ass'n in the matter of the stale transfer is too faint and too remote to make the state a real party in interest in this litigation.

It would be a very disturbing situation, if every internal controversy between members of a corporation, based on alleged or fraudulent practices on the part of some towards others of their number, should be permitted to drag the state itself into litigation, and cast upon it the burden of maintaining or defending causes of that sort. In such cases the state does its whole duty when it furnishes courts where such private grievances can be aired and redressed at the instance of the individuals concerned.—285 *Pac. Rep.* 620.

## Nebraska Local Meetings Consider Warehouse Law

The new warehouse law enacted and made effective by the Nebraska state legislature last March, to repeal and replace the old law, came in for heated discussion at local meetings held at Superior, Hebron and Geneva, during the week of May 17, under the auspices of the Nebraska Grain Dealers Ass'n.

The new law was considered more tolerant of the grain dealers' interests than the old one, setting maximum charges which would permit the dealer with extra storage space to rent it out without taking a loss.

Discussion showed that dealers operating under the old law, with licenses for the year 1930, would be given until July 1st to turn in their old licenses and get new ones. A credit of \$1.50 will be returned on the old license, according to the understanding of investigators. The charge for new licenses is \$5 a year. Public warehousemen must be licensed and bonded and keep records in accord with the law.

Reference was made to the declaration of Mr. Stuart that he was "out to get" Fred Marsh, farmer, of Central City for permitting use of his name as a Regent of the Nebraska University in advertisements denouncing the Farm Board.

Other problems discussed included those covered in the earlier meetings as reported in the last number of *Grain Dealers Journal*. Sec'y Campbell told about association activities and the importance of banding together for mutual protection.

H. E. NELSON, federal supervisor at Omaha, talked on grain grading, demonstrating equipment and showing three reels of moving pictures covering use of the combine harvester and grading of grain at terminal markets.

HARRY R. CLARK, chief inspector at the Omaha Grain Exchange, encouraged dealers to reduce the number of necessary re-inspections thru proper trimming of cars so representative samples might be readily obtained at the first inspection.

AT SUPERIOR the meeting was held in the Nebraskan hotel and the Superior grain dealers supplied the excellent dinner which followed the afternoon session. This included cigars passed around by the Scoular-Bishop Grain Co.

AT HEBRON all in attendance gathered around a long table in the dining room of the hotel following the afternoon session, before returning to the courthouse where sessions were being held. Hebron is the central point for the district organization known as the Kansas-Nebraska Grain Dealers, the state-line group that hold a meeting usually every 30 days. The next meeting was set for June 4th at Bruning.

In attendance at Superior, other than the local dealers, were A. A. Pigeon, Mt. Clare; E. L. Brown, Chester; M. Sage, Nelson; H. M. Heinicke, Naponee; Ira Barnett, Otega (Kans.); C. M. Lantis, Esbon; R. P. Lewer, Nora; C. R. Eickman, Chester; C. Hundjard, Rohrs; G. A. Kailey, Red Cloud; Ed. Gerlach, Cowles; L. W. Ely, Guide Rock; Chris. Lunsgard, Ruskin; H. F. Gerlach, Rosemont; H. L. McKeown, Cadams; E. R. Owens, Formosa (Kans.); F. W. Campbell, Lovewell, Kan.

F. E. Yoast of the Western Grain Dealers Fire Insurance Co., visited among the dealers.

Terminal firms were represented by A. H. Bewsher of Updike Grain Corp., and Dave Hauck, in addition to the local branch office men.

Country representation at Hebron included.

F. H. Hackbarth, Ruskin; Ed. C. Lawford, Byron, Erwin Schoenfeld, Deshler; F. J. Buntmeyer, Deshler; E. L. Brown, Chester; E. E. Wit, Hubbell; M. R. Michels, Reynolds; A. G. Burruss, L. M. Northrup and B. C. Willard, Belvidere; W. A. Spicer, Stoddard; Chas. J. Casper, Bruning; W. A. Fellers, Chester; Ed. Grueber, Byron; G. M. Shortridge, Gilead; Ernest Meyer, Munden (Kan.); W. H. Hinkle, Ohio; Chas. T. Ernest, Gilead, and the local trade.

Terminal trade was represented by A. H. Bewsher and H. E. Dixon of Updike Grain Corp.; D. C. Hauck, C. B. Callaway and E. Johnson, Fairbury.

A little fun mixed in with the serious considerations of business is good. Both meetings enjoyed a brief admixture of soiled and slightly shopworn stories dug up for this purpose.

## M. J. Hogan, Jr., President

The new president of the Illinois Grain Dealers Ass'n, M. J. Hogan, Jr., is to the manor born, his father, M. J. Hogan, having preceded him in the grain business that was established by Hogan, senior, 52 years ago at Marseilles, Ill.

The business was established at its present location, Seneca, Ill., in 1886, and developed until it included two elevators of 280,000 bus. capacity and a fine office building on the Rock Island and Big Four Railroads and the Illinois & Michigan Canal.

Upon his graduation from college in 1904 Hogan, junior, began work in the grain office and has been there ever since. In 1906 W. H. Beckstein and the Hogans incorporated the business, and in 1910 Mr. Hogan bought Beckstein's interest. In 1914 Hogan, junior, became half owner of the business and was installed as manager.

Since the death of his father three years ago he has been conducting the business successfully, with his sisters as partners in the M. J. Hogan Grain Co.



M. J. Hogan, Seneca, Ill.  
President, Illinois Grain Dealers Ass'n

## Government Buys Hall-Baker Grain Co.

"The Farmers National Grain Corporation has purchased the entire business of the Hall-Baker Grain Co.," writes N. E. Carpenter, sec'y.

The money amounting to \$3,000,000 to pay for the 2,750,000 bus. of grain owned by the Hall-Baker Co. was obtained by the National Grain Corporation from the Farm Board, using the grain as collateral for the loan. Hall-Baker threw in their leases on about 6,000,000 bus. of elevator capacity, including the Kansas-Missouri Elevator with a rated capacity of 3 million bus. containing 1,908,684 bus. wheat, 280,094 corn and 17,860 rye. A portion of this grain is owned by customers of the elevator company. The Murray Elevator has a capacity of 2,500,000 bus. and contains 1,144,349 bus. wheat and 1,660 rye. The lease on this house was only recently acquired and the elevator does not come under control of the Hall-Baker Co. until next month. The Hall-Baker Grain Co. owns eight memberships in the Kansas City Board of Trade in the names of H. F. Hall, pres.; F. G. Crowell, vice-pres.; N. E. Carpenter, sec'y; Paul D. Bartlett, treas.; F. W. Lake, E. C. Meservey, Jr.; R. O. McKenna, and T. A. O'Sullivan.

The company did not own any elevators, making the purchase easier for the Farmers National Corporation, which has only \$478,000 of stock paid in by the numerous member co-operatives, its large operations being impossible without Government funds and the Government Stabilization Corporation to take the loss on its grain sales.

The Government will not have the benefit of the services of H. F. Hall and Frank G. Crowell, pres. and vice pres., who have decided to retire. Paul D. Bartlett, treas. and export manager, is expected to go to Chicago in charge of the export department for the new owners. N. E. Carpenter, sec'y, and Fred Lake, in charge of the milling wheat department, are expected to have charge in Kansas City of the business of Farmers National corporation. The name will be continued as "the Hall-Baker Grain Co., owned and operated by the Farmers National Corp."

The Hall-Baker Grain Co. has handled more export grain than any other Southwestern company. It was started in 1888 by Mr. Hall as the Hall-Robinson Grain Co. In 1903 it was consolidated with the Baker-Crowell Grain Co., of Atchison, Kan., Mr. Baker, a brother-in-law of Mr. Crowell, being the first president, Mr. Hall becoming president after his death in 1904.

Mr. Crowell is a graduate of Kansas University and of Columbia University, New York. Returning to Atchison he became county attorney and practiced law for 10 years before he entered the grain business. During the war he was first vice-pres. of the Food Administration Grain Corporation.

Operations of the Farm Board in the May future of wheat created an unnatural spread between the old and new crop months, making it unsafe for exporters to sell ahead.

Mr. Crowell says: "Usually as early as April this company sends its representatives into the southwest wheat states to contract grain for delivery in July and August. We are unable to do this at the present time because no policy has been announced by the farm board as to its future activity in the market."

At this time last year the company's sales of wheat for future delivery to various European ports totaled more than 5 million bushels, with ocean vessel room booked for this business. No future sales have been made by the company on the new crop.

## Avoid Tax by Selling Short

Under a new ruling of the Internal Revenue Department large sums of money may be saved to traders who hold stocks on which there is a profit. J. S. Seidman, tax expert of Seidman & Seidman, certified public accountants, explains the decision as permitting the owner to sell the stock short, and by continuing the long and short position indefinitely, avoid the tax.

The decision arose in a case where the taxpayer bought stock in June of one year and put it in a vault. When the market price of the stock went up in November he sold short and had the broker record the sale in a separate short account. It was not until the next year that he delivered the stock out of the vault to cover the short sale. As long as the stock bought is not used for margin the original purchase and the short sale are distinct transactions and tax-free.

## Too Much Government Control

By A. C. Malloy, before Kansas Grain Dealers Ass'n

I am told it would be quite appropriate if I were to make a violent assault on one of the late mis-conceptions of the Government, known as the Farmers National Grain Corp. Why not be impartial and denounce all that are descendants of a common ancestor and are related by ties of consanguinity? Why not pay our respects to the whole family, founded by Old Man Socialism and his relatives, Communism, Paternalism, Sovietism and Collectivism?

I say Socialism, because the government in business is socialism, and vice versa. It is not a new theory, it is older than organized government and as man progressed in learning and recognized the value of individual initiative, socialistic or community life, remained with the savages. Enlightened man moved upward to organized government.

How strange it is that the American people have gotten to the point where they feel that every ill should be corrected by law, rather than by individual effort. How often do we hear the remark, "I think the Government ought to make a law." Along with this, there seems to be a belief that every law is self-executing, that all you have to do is to pass a law, then turn over and go right back to sleep and everything will turn out all right.

Consequently we are supervised, controlled, regulated and taxed. Presently we find the government embarking in new enterprises, competing with its own citizens who are engaged in lawful calling.

Several years ago it was said that the government was dabbling in more than 80 lines of business. Your grain business is just one more, and the extent to which this has progressed could hardly permit it to be classified under "police power regulation." The striking down of a legitimate private enterprise that has been the machinery through which production has been converted into cash, simply to test out a governmental socialistic theory, is damnable. In my opinion it is in violation of the 14th amendment to the Constitution of these United States.

## U. S. Grains in Canada

The Canadian Bureau of Statistics reports the following amount of U. S. grain in store on May 16, 1930, the preceding week and the corresponding week in 1929:

	May 16, 1930	May 9, 1930	May 17, 1929
Wheat	5,502,244	5,499,374	3,146,393
Oats	1,693,659	1,748,109	642,956
Barley	980,292	981,542	611,509
Rye	3,643,810	3,330,100	1,507,982
Corn	1,227,140	879,176	1,156,158
Total	13,047,145	12,438,301	7,064,998

## World's Wheat Exports

The total export of wheat since Aug. 1, the commencement of the European crop year, compared with the same period in the two preceding years (Broomhall):

	1929-30	1928-29	1927-28
American	255,354,000	449,159,000	407,394,000
Argentine	135,810,000	170,763,000	142,851,000
Australian	53,280,000	98,200,000	57,839,000
Indian	288,000	288,000	4,016,000
Russian	4,888,000	.....	4,744,000
Others	55,230,000	40,516,000	31,120,000
Total	504,850,000	758,926,000	647,964,000
Season	.....	914,862,000	789,925,000

## World's Corn Exports

Total world exports of corn, since Nov. 1, 1929, compared with the same period in the preceding two years (Broomhall):

	1929-30	1928-29	1927-28
American	1,667,000	29,948,000	13,565,000
Argentine	80,183,000	89,267,000	105,414,000
African	1,038,000	7,221,000	7,611,000
Russian	6,639,000	8,000	671,000
Others	27,660,000	5,212,000	19,718,000
Total	117,187,000	131,556,000	146,979,000
Season	.....	270,604,000	340,528,000

## World's Oats Exports

World exports of oats, since Aug. 1, 1929, compared with the same period in the two preceding years (Broomhall):

	1929-30	1928-29	1927-28
American	4,319,000	17,758,000	7,386,000
Argentine	15,593,000	22,004,000	22,774,000
Russian	.....	.....	.....
Others	33,564,000	11,570,000	11,910,000
Total	53,476,000	51,332,000	42,070,000
Season	.....	62,908,000	56,660,000

## Daily Closing Prices

The daily closing prices for wheat, corn, oats, rye and barley, in cents per bushel and bran and shorts, in dollars per ton, for May delivery, at the following markets for the past two weeks, have been as follows:

Wheat											
May	May	May	May	May	May	May	May	May	May	May	May
Chicago	103 1/2	103 1/2	106	105 1/2	104 1/2	103 1/2	104 1/2	105 1/2	105 1/2	108	106 1/2
Winnipeg	107 1/2	108 1/2	110 1/2	111 1/2	110 1/2	108 1/2	109 1/2	111 1/2	110 1/2	.....	112 1/2
Liverpool	113 3/4	114 1/2	115 1/2	116 1/2	115 1/2	114 1/2	114 1/2	115 1/2	117 1/2	115 1/2	117 1/2
Kansas City	95 1/2	96 1/2	98 1/2	99 1/2	98	96 1/2	97 1/2	100	98 1/2	100 1/2	99 1/2
Minneapolis	102 1/2	103 1/2	106	106 1/2	105 1/2	103 1/2	106 1/2	104 1/2	105	106 1/2	106 1/2
Duluth, durum	94 1/2	96 1/2	98	98 1/2	96 1/2	94 1/2	94 1/2	97 1/2	95 1/2	97 1/2	96 1/2
St. Louis	101 1/2	102	103 1/2	104 1/2	103	101 1/2	102 1/2	105 1/2	103 1/2	103 1/2	106 1/2
Milwaukee	103 1/2	103 1/2	106	106 1/2	105	103 1/2	104 1/2	107 1/2	105 1/2	108	.....
Corn											
Chicago	79 1/2	79 1/2	81 1/2	81 1/2	81 1/2	80	79 1/2	81 1/2	80 1/2	79 1/2	80 1/2
Kansas City	77 1/2	77 1/2	79 1/2	80 1/2	79 1/2	78	79 1/2	77 1/2	77 1/2	78 1/2	78 1/2
St. Louis	80 1/2	80 1/2	82 1/2	83	82 1/2	81	80 1/2	81	80 1/2	81	.....
Milwaukee	79 1/2	79 1/2	81 1/2	82	81 1/2	80	79 1/2	81 1/2	80 1/2	79 1/2	80 1/2
Oats											
Chicago	41 1/2	41 1/2	42	41 1/2	40 1/2	39 1/2	40	40 1/2	39 1/2	40	40 1/2
Winnipeg	50 1/2	50 1/2	51 1/2	53	52 1/2	50 1/2	51 1/2	50 1/2	51	50 1/2	50 1/2
Minneapolis	37 1/2	37 1/2	38 1/2	38 1/2	37 1/2	36 1/2	36 1/2	37	36 1/2	36 1/2	35 1/2
Milwaukee	41 1/2	41 1/2	42	42	41	39 1/2	40	40 1/2	39 1/2	40	.....
Rye											
Chicago	62 1/2	63 1/2	65	65 1/2	63 1/2	61 1/2	61 1/2	63 1/2	61 1/2	62	63 1/2
Winnipeg	62 1/2	63 1/2	65 1/2	66 1/2	65	62 1/2	62 1/2	64 1/2	63 1/2	64 1/2	63 1/2
Minneapolis	64 1/2	65 1/2	66 1/2	66 1/2	65 1/2	63 1/2	62 1/2	64 1/2	62 1/2	63 1/2	62 1/2
Duluth	62 1/2	63 1/2	65	65	63 1/2	61	60 1/2	62 1/2	61 1/2	62 1/2	62
Barley											
Minneapolis	49	49 1/2	49 1/2	50 1/2	49 1/2	49 1/2	49 1/2	49 1/2	49 1/2	50	49 1/2
Winnipeg	46 1/2	46 1/2	47 1/2	47 1/2	47	45 1/2	45 1/2	46 1/2	45 1/2	46 1/2	46 1/2
Bran	22.75	23.00	23.00	23.00	23.00	22.65	22.25	22.25	22.20	22.00	.....
St. Louis, bid.....	25.00	25.00	25.25	25.25	25.00	24.75	24.75	24.75	24.50	24.25	.....
Gray Shorts											
St. Louis, bid.....	25.00	25.00	25.25	25.25	25.00	24.75	24.75	24.75	24.50	24.25	.....

## Canadian Grain in U. S.

The following table exhibits the quantities of bonded grain stored in the United States reported last week compared with previous week and one year ago.

	May 24, 1930	May 25, 1929	May 26, 1928
Wheat	14,854,000	26,890,000	15,314,000
Oats	284,000	601,000	107,000
Rye	289,000	487,000	853,000
Barley	2,450,000	3,513,000	1,601,000

## Wheat Stocks and Consumption

The consumption of wheat indicated by the stocks, receipts and shipments in the 14 leading primary markets of the U. S. A. for the last three crop years:

	1929-1930	1928-1929	1927-1928
Stocks on July 1..	86,055,000	33,765,000	15,533,000
Receipts July 1 to	.....	.....	.....
May 18 .....	399,200,000	495,570,000	468,464,000
Shipments July 1 to	.....	.....	.....
May 18 .....	268,950,000	305,142,000	300,469,000
Stocks on May 18..	105,094,000	96,093,000	44,688,000
Consumption July 1 to May 18.....	111,211,000	128,100,000	138,840,000

## Chicago Grain Stocks

Wheat stock in all positions in Chicago decreased 1,161,000 bu. last week; corn, 208,000 bu.; rye, 4,000 bu. and barley, 21,000 bu. while oats increased 408,000 bu. Details follow, last three ciphers omitted, except in the totals:

	Public	Private	Total	Last Yr.
Wheat	9,780	5,795	15,565,000	12,756,000
Corn	584	1,746	2,250,000	6,224,000
Oats	1,125	1,301	2,426,000	3,075,000
Rye	3,924	2,489	6,413,000	2,713,000
Barley	.....	.....	188,000	590,000

## Contract Grain Stocks in Chicago

Contract stocks of wheat in public elevators in Chicago decreased 172,000 bu. last week, while corn was unchanged. Details follow:

	Week	Last Wk.	Last Yr.
Wheat	9,702,000	9,874,000	7,896,000
Corn	582,000	582,000	3,137,000
Oats	1,125,000	804,000	1,541,000
Rye	3,924,000	4,091,000	997,000

## Corn Stocks and Consumption

The consumption of corn indicated by the stocks, receipts and shipments in the 14 leading primary markets of the U. S. A. for the last three crop years:

	1929-1930	1928-1929	1927-1928
Stocks on Nov. 2..	1,599,000	1,052,000	18,088,000
Receipts Nov. 2 to	.....	.....	.....
May 18 .....	161,096,000	185,628,000	211,453,000
Shipments Nov. 2 to	.....	.....	.....
May 18 .....	95,661,000	105,700,000	108,829,000
Stocks on May 18..	10,673,000	15,799,000	25,733,000
Consumption Nov. 2 to May 18.....	56,361,000	65,181,000	94,979,000

## Oats Stocks and Consumption

The consumption of oats indicated by the stocks, receipts and shipments in the 14 leading primary markets of the U. S. A. for the last three crop years:

Crop Reports

Reports on the acreage, condition and yield of grain and field seeds, as well as on the movement to country markets, are always welcome.

Rushville, Ill., May 19.—Wheat in hands of farmers 2%; oats 15%; corn 20%.—H. V. Teel.

Croft, Kan., May 24.—Not much grain in farmers' hands at present.—Kansas Mill & Elvtr. Co.

Bluemont, Va., May 16.—Wheat acreage about same as last year. None will be plowed up.—X.

Norcurt, Kan., May 13.—Crop conditions at this point are as near perfect as could be, with no abandonment whatever.—Peerless Flour Mills Co.

Croft, Kan., May 24.—About same acreage as last year. Condition about 75% compared with last year. None has been plowed up.—Kansas Mill & Elvtr. Co.

Hereford, Tex., May 13.—Wheat acreage 125%; condition 100%; no abandonment. Corn and oats, none. Grain sorghums will be 100% acreage.—McLean & Pitman Grain Co.

Calgary, Alta., May 10.—Crop conditions here are very favorable at the present time, there being a considerable amount of moisture for this time of the year.—Voss Bros.

Marietta, Kan., May 24.—Wheat in this county (Marshall) going back every day, Hessian fly damage. Corn a little late account wet, cold weather.—Marietta Stock & Grain Co., H. R. Howell, mgr.

Rushville, Ill., May 19.—Acreage of wheat as compared with last year 90%; 5% has been abandoned and sown to oats. Condition normal. Oats and corn acreage about the same as last year.—H. V. Teel.

Yuma, Colo., May 21.—This is very much a wheat territory, and the crop is the best ever so far. Plenty of moisture so far. It looks like a bumper crop for us.—Four Square Feeders Supply & Hatchery, per Ray H. Fail.

Ashburn, Va., May 15.—The acreage and condition of wheat in this section is about normal so far as I can see. None has been plowed up. Very few oats were sown, but an unusually large corn crop has been planted, owing to favorable weather for plowing.—E. T. Harding.

Jamestown, N. D., May 11.—The soil in this territory according to experts is in better condition for this time of the year than it has been in the past five years. In Montana conditions are the best they have been in the past 13 years. It has rained at some time each day here in North Dakota for the past week and today (Sunday) it is still at it.—J. J.

Springfield, Ill., May 21.—Corn planting is nearly completed in the south, and a large percentage is in the ground to the northern boundary; much is up, mostly to good stands, but wire or cut worms are at work in some fields; some replanting and cultivating has been done. Wheat is heading in the south; many fields are thin. Oats reported short some southern areas. Much ground was planted to soy beans during the week. Alfalfa cutting has begun.—W. F. Feldwisch, meteorologist temporarily in charge, U. S. Dept. of Agriculture.

Minneapolis, Minn., May 21.—Altho there has been some complaint that farm work has been delayed, the rains which have been general thruout the territory since our last report have been extremely beneficial and have placed the Northwestern prospect in as nearly a perfect condition as is possible for this season of the year. As the rains fell intermittently during the period, the ground was able to absorb all of the moisture and a subsoil reserve has been built up which will carry the crops well on into June. The volume of precipitation was not so great in western North Dakota and Montana, and additional rainfall might be welcome there, tho nothing is suffering at the present time. The seeding of wheat and durum has been completed. The grain is well above the

ground, shows an excellent color and stand, and due to the cool and overcast weather has made strong roots and is stooling well. Coarse grain seeding is completed in Minnesota and South Dakota, and about 75% completed in North Dakota and Montana. Where sprouted, these grains are giving evidence of a vigorous and healthy start. The farmer's difficulty of getting into the fields has somewhat delayed the planting of corn, which is a major crop only in southern Minnesota and South Dakota, but when planted, corn should make rapid progress because of the reserve of soil moisture. As always, the condition of winter rye is somewhat spotted, varying from almost a perfect condition to complete failure, but in the territory where rye is most generally sown, the crop has wintered well and has an average prospect. Frost last week were quite general and some sections fear that early sown flax suffered. The extent of the damage, however, is extremely problematical and probably will not be evident for some days. It seems that North Dakota and parts of Montana will experience one of these periodic seasons when wild oats and weeds make such rapid growth as to be almost a menace to growing crops. The cool, damp weather has been extremely favorable for their growth. The effect on flax would be the most serious as it is a poor weed fighter. Viewing the Northwest as a whole, the immediate prospect for a good crop could scarcely be more ideal with the warm and sunshiny weather which now prevails. With the splendid start which all small grains have, they should make rapid progress during the coming weeks.—The Van Dusen Harrington Co., by T. P. Heffelfinger.

For Guaranty of Grades on Warehouse Receipts

The Millers National Federation at its annual meeting at Chicago, May 22, adopted a resolution that the Grain Futures Administration prohibit future trading in any market that does not obligate its members to guarantee all grain warehouse receipts delivered on contract.

A resolution was adopted against the proposal by the Farm Board to limit wheat production to domestic needs.

Total Wheat Visible

The combined aggregate wheat visible supply statistics in bushels, as compiled in Bradstreet's:

1930—	U. S., East of Rockies	U. S., Pacific Coast	Total U. S.
Mar. 1.....	160,375,000	4,799,000	165,174,000
Mar. 8.....	160,107,000	5,157,000	165,264,000
Mar. 15.....	157,897,000	5,275,000	163,172,000
Mar. 22.....	155,551,000	5,087,000	160,638,000
Mar. 29.....	153,290,000	4,886,000	158,176,000
Apr. 5.....	150,534,000	4,668,000	155,202,000
Apr. 12.....	147,359,000	4,292,000	151,651,000
Apr. 19.....	143,403,000	3,942,000	147,345,000
Apr. 26.....	137,778,000	3,967,000	143,745,000
May 3.....	136,358,000	3,957,000	140,315,000
May 10.....	129,309,000	4,055,000	133,364,000
May 17.....	125,245,000	3,370,000	128,615,000

1930—	U. S. and Canada, both Coasts	U. K. 2 and afloat (Broomhall)
Mar. 1.....	202,282,000	367,456,000
Mar. 8.....	199,279,000	364,543,000
Mar. 15.....	197,526,000	360,698,000
Mar. 22.....	194,067,000	354,705,000
Mar. 29.....	192,754,000	350,930,000
Apr. 5.....	189,075,000	344,277,000
Apr. 12.....	187,419,000	339,070,000
Apr. 19.....	184,717,000	332,062,000
Apr. 26.....	181,981,000	325,726,000
May 3.....	177,424,000	317,739,000
May 10.....	171,578,000	304,942,000
May 17.....	164,911,000	293,526,000

Total American Canadian, afloat and British visible supply:

1930—	Apr. 12.....	Apr. 19.....	Apr. 26.....	May 3.....	May 10.....	May 17.....
Mar. 1.....	417,256,000	417,256,000	387,670,000	387,670,000	387,670,000	387,670,000
Mar. 8.....	414,843,000	414,843,000	379,162,000	379,162,000	379,162,000	379,162,000
Mar. 15.....	411,598,000	411,598,000	370,926,000	370,926,000	370,926,000	370,926,000
Mar. 22.....	402,105,000	402,105,000	361,939,000	361,939,000	361,939,000	361,939,000
Mar. 29.....	396,130,000	396,130,000	348,542,000	348,542,000	348,542,000	348,542,000
Apr. 5.....	391,077,000	391,077,000	336,026,000	336,026,000	336,026,000	336,026,000

The fifth annual convention of the Pacific States Seedsmen's Ass'n, is being held at the Huntington hotel, Pasadena, Cal., this week. One of the novel features of the entertainment program will be "the days of '49," when \$5,000 in "phoney" money will be given to each guest, to be spent in various games of chance, and prizes will be awarded to those winning the largest amount.

United States Grain Crops for 44 Years

Estimates of the Department of Agriculture on wheat, corn, oats, rye and barley crops of the United States from 1886 to 1929, inclusive, are as follows:

	Wheat	Corn	Oats	Rye	Barley	
	Bushels	Bushels	Bushels	Bushels	Bushels	
1886	302,376,000	154,842,000	457,218,000	1,665,441,000	624,134,000	24,489,000
1887	292,830,000	163,499,000	456,829,000	1,456,161,000	659,618,000	20,693,000
1888	277,920,000	137,948,000	416,868,000	1,987,790,000	701,735,000	28,415,000
1889	332,213,000	158,347,000	490,560,000	2,112,892,000	751,515,000	30,000,000
1890	255,344,000	143,918,000	399,262,000	1,489,970,000	523,621,000	28,000,000
1891	393,464,000	219,316,000	611,780,000	2,060,154,000	738,394,000	33,000,000
1892	359,191,000	156,758,000	515,949,000	1,628,464,000	661,035,000	30,000,000
1893	275,489,000	120,643,000	396,132,000	1,619,496,000	638,855,000	26,555,000
1894	326,399,000	133,868,000	460,267,000	1,212,770,000	662,087,000	26,727,000
1895	257,709,000	209,391,000	467,103,000	2,151,139,000	824,444,000	27,210,000
1896	264,339,000	163,345,000	427,684,000	2,283,875,000	707,346,000	24,396,000
1897	362,698,000	197,451,000	530,149,000	1,902,968,000	698,768,000	27,363,000
1898	379,807,000	295,341,000	675,149,000	1,924,185,000	730,905,000	25,657,000
1899	296,675,000	250,629,000	547,304,000	2,078,144,000	796,178,000	23,962,000
1900	330,884,000	191,346,000	522,230,000	2,105,102,000	809,126,000	23,996,000
1901	429,675,000	318,785,000	748,460,000	1,522,520,000	736,800,000	30,345,000
1902	362,672,000	307,390,000	670,063,000	2,523,468,000	987,842,000	33,630,000
1903	401,686,000	236,136,000	637,822,000	2,244,177,000	784,094,000	29,363,000
1904	332,935,346	219,464,171	552,399,517	2,467,481,000	894,596,552	27,235,000
1905	428,462,834	263,516,655	692,979,489	2,707,998,540	953,216,177	27,616,000
1906	492,888,000	242,374,000	735,262,000	2,927,416,091	964,904,522	33,375,000
1907	409,442,000	224,645,000	634,087,000	2,592,300,000	754,443,000	31,566,000
1908	437,908,000	226,694,000	664,602,000	2,668,651,000	807,156,000	31,851,000
1909	419,732,000	263,646,000	683,379,000	2,552,190,000	1,007,129,000	29,520,000
1910	434,142,000	200,979,900	635,121,000	2,886,260,000	1,180,513,000	34,897,000
1911	430,556,000	190,682,000	621,338,000	2,531,488,000	922,298,000	33,119,000
1912	399,919,000	330,348,000	730,267,000	3,124,746,000	1,418,337,000	35,664,000
1913	523,561,000	239,819,000	763,380,000	2,446,988,000	1,121,768,000	41,381,000
1914	684,990,000	206,027,000	891,017,000	2,672,804,000	1,141,060,000	42,779,000
1915	673,947,000	351,854,000	1,025,801,000	2,994,793,000	1,549,030,000	54,050,000
1916	480,553,000	155,765,000	635,318,000	2,566,927,000	1,251,837,000	48,862,000
1917	412,901,000	223,754,000	636,655,000	3,065,233,000	1,592,740,000	62,933,000
1918	565,099,000	356,339,000	921,438,000	2,502,665,000	1,538,124,000	91,041,000
1919	760,677,000	207,602,000	968,279,000	2,816,318,000	1,184,030,000	75,483,000
1920	610,597,000	222,430,000	833,027,000	3,208,584,000	1,496,281,000	60,490,000
1921	600,316,000	214,589,000	814,905,000	3,068,569,000	1,078,341,000	61,675,000
1922	586,878,000	280,720,000	867,598,000	2,906,020,000	1,215,803,000	103,362,000
1923	571,959,000	225,422,000	797,381,000	3,053,557,000	1,305,883,000	63,023,000
1924	592,259,000	272,995,000	862,627,000	2,312,745,000	1,522,665,000	64,038,000
1925	401,734,000	270,879,000	669,365,000	2,900,581,000	1,501,909,000	48,696,000
1926	627,433,000	203,607,000	831,040,000	2,592,217,000	1,246,848,000	40,522,000
1927	552,747,000	325,627,000	878,374,000	2,763,093,000	1,182,594,000	58,572,000
1928	578,964,000	323,785,000	902,749,000	2,839,959,000	1,449,531,000	41,766,000
1929	578,336,000	228,172,000	806,508,000	2,622,189,000	1,238,654,000	40,629,000

# The GRAIN DEALERS JOURNAL

## Corn and Wheat Crop Reports

**SOIL CONDITIONS:** Soil conditions throughout the great central grain belt, are now very largely favorable for the growth of wheat, corn, oats, etc., as well as for the production of hay. Ample moisture is present, only a few scattered sections of Ohio, Ind., Ill., Mont., Mo., and No. Dak., reporting more rain needed. As a matter of fact there are more sections with too much moisture, than there are with too little.

The growing season is early in some sections of each of the reporting states and this is quite marked in Ohio, Ind., and Ill. The following table shows, by percentages, the reports indicating "favorable," "wet," and "dry" soil conditions; also in the same way, "early," "late" and "normal" growing season:

	Soil Condition			Growing Season		
	Fav.	Wet	Dry	Early	Late	Nor.
Ill.	94	0	6	73	0	27
Ind.	92	0	8	74	0	26
Iowa	93	0	7	23	15	52
Kas.	73	27	0	50	8	42
Minn.	75	25	0	25	12	63
Mo.	60	31	9	40	0	60
Mont.	82	0	18	64	0	36
Neb.	86	14	0	39	23	38
No. Dak.	80	11	9	12	11	77
Ohio	94	0	6	69	0	31
Oklahoma	63	27	0	14	29	57
So. Dak.	90	10	0	21	9	70

Our reports indicate that the season averages about 10 days early in Ill., 9 in Ind., 11 in Ia., 9 in Kas., 11 in Minn., 8 in Mo., 12 in Mont., 8 in Neb., and 15 in Ohio. Where lateness of season was reported, but few reports indicated any specific number of days, the explanation usually being that it was late for corn planting.

**CORN:** Corn planting has been completed in the more southerly states and in the early planted fields, growth condition is largely reported as good. Corn acreage, in the most of the reporting states, is apparently larger than last year, although the percentage of the increase is not large. The following table shows, the per cent of planting completed as of May 20, the growth condition of the early planted fields and the acreage percentage as compared with last year:

	Growth			Acreage	
	% Planted	Good	Fair	Poor	
Ill.	95	90	10	0	102
Ind.	93	70	30	0	105
Iowa	84	50	30	20	100
Kas.	96	40	60	0	98
Minn.	88	37	46	17	97
Mo.	90	86	14	0	108
Neb.	69	45	51	4	102
No. Dak.	39	..	..	..	104
Ohio	89	73	15	12	110
Okl.	97	62	25	13	105
So. Dak.	66	64	21	15	106

It is apparent from the above table, that corn planting, except in the Dakotas, will have been practically completed by June 1, and under conditions that are mainly good, except that warmer sunny weather would be welcomed, over wide areas.

**WHEAT:** Wheat conditions, as indicated by our reports, are decidedly spotted. An abandonment, due to winter killing, running as high as 40 per cent is reported from some sections of the winter wheat belt, while other sections report no winter wheat damage. In Ill., abandonment ranges from none to 20 per cent. In Ind., the range is from 2 to 40; in Ia., from 0 to 5; in Kas., from 0 to 30; in Minn. and Mo., from 0 to 25; in Neb., from 0 to 5; in Ohio, from 0 to 40 and in Okla., from 5 to 25.

The following table shows, by percentages, the number of "good", "fair", and "poor" reports on the growing winter wheat crop:

	Good	Fair	Poor
Ill.	50	34	16
Ind.	47	53	0
Iowa	79	21	0
Kans.	35	65	0

Dust storms have been doing a good deal of damage around here.—P. A. Peterson, Sheyenne, No. Dak.

Seed last fall was put into a very dry soil, but about time the small grain seed was finished, the rains began and soaked the ground to a depth of 3 feet, so we are getting off to a good start.—W. B. Hibbard, Eastedge, No. Dak.

The farmers who were on the job early, planted their corn in ground that was in good condition. This is all up and much has been cultivated. For late planters the ground has been dry and lumpy, as is usual the farmers who were on the job are 2 weeks ahead of those where anything will do.—Royer-Coon Grain & Seed Co., Bowling Green, Ohio.

Much of the acreage to corn had to be replanted, thus making the success of the crop questionable.—E. C. Eikenberry, Camden, Ohio.

All crop conditions are highly favorable at the present time.—Shannard Elev. Co., Bridgewater, S. D.

## Grain Movement

Reports on the movement of grain from farm to country elevator and movement from interior points are always welcome.

Ashburn, Va., May 15.—No grain remains in farmers' hands worth mentioning.—E. T. Harding.

Rushville, Ill., May 19.—Wheat in hands of farmers 2%; oats 15%; corn 20%.—H. V. Teel.

Croft, Kan., May 24.—Not much grain in farmers' hands at present.—Kansas Mill & Elvtr. Co.

## Weights and Grades as Confirmed

R. H. Lamis, Chillicothe, Ia., wired the Des Moines Elevator & Grain Co. on July 18, 1927, for a quotation on No. 2 yellow corn. Over the 'phone, later, Lamis contracted to buy a car of No. 3 yellow at \$1.01 1/2, to be billed to Dudley, Ia.

The confirmation mailed promptly by seller specified "Settlement to be based on Des Moines weights and Des Moines inspection."

Lamis paid the draft and took up the B/L; but on opening the car found the corn greatly damaged by heating. He refused to accept it and the railroad company sold it for Lamis' account at a severe loss.

Lamis brought suit against the Des Moines Elevator & Grain Co. alleging that the oral contract did not contemplate inspection at Des Moines final, and that the written telegram with the 'phone conversation constituted the entire contract.

The district court of Polk County ruled against plaintiff Lamis and this decision was affirmed Mar. 11, 1930, by the Supreme Court of Iowa holding that messages quoting price did not complete a contract, as they did not specify any place of delivery. The court said:

The letter and confirmation having been received by the plaintiff five days before the date of shipment, and having been retained by him without objection, we think it must be held as a matter of law to have become the contract between the parties.

The confirmation differed from the talk only in the sense that it was not inconsistent therewith. It aimed to leave nothing open to misunderstanding.

The plaintiff knew the understanding of defendant; and Iowa Code section 11275 has application. It provides, "When the terms of an agreement have been intended in a different sense by the parties to it, that sense is to prevail against either party in which he had reason to suppose the other understood it."—229 N. W. Rep. 756.

France promulgated a decree May 21 raising the import duty on wheat from 50 to 80 francs per hundred kilograms (\$1.95 to \$3.12 per 2.83 bus.).

Minn.	70	30	0
Mo.	12	61	27
Neb.	86	14	0
Ohio	43	30	27
Oklahoma	0	85	15
So. Dak.	87	13	0

It will, of course, be realized that conditions just now, do not mean a great deal in so far as winter wheat is concerned, the weather during the next 6 or 8 weeks largely influencing the final outcome. At the same time with ample moisture generally prevalent, the plants are going into the hot growing and maturing period in better than average condition. Short straw and short heads are reported from scattered localities and there are some reports of damage from the Hessian fly, but these are not numerous and are not liable to be much of a factor in the final out-turn.

Some scattered comments are as follows:

Don't look for better than a third of a crop in this vicinity, as damage from Hessian fly is increasing every day.—Highland Mill Co., Highland, Ill.

Recent rains helped wheat that was short in straw growth, and it looks like it will equal in height, other more favored fields.—Eagle Milling Co., Sparta, Ill.

Some replanting of corn on sod ground made necessary on account of grub worms.—L. J. Colehower, Wenona, Ill.

Cut worms are doing quite a little damage around here.—Sidell Grain & Elev. Co., Sidell, Ill.

Was east as far as Columbus, O., two weeks ago and found the wheat prospects poor.—Stafford Grain Co., Attica, Ind.

Corn planting is practically finished while not over 60 per cent of last year's seed was in the ground at this time last year.—Edwin Haak, Kokomo, Ind.

All crop conditions around here are good.—Harris & Son, Williamsburg, Ia.

The season today is the most favorable of record.—F. M. West, Corydon, Ia.

Corn that was up was yellow, but the warm sunshine of the past few days has made much improvement.—Hamlin Grain Co., Hamlin, Ia.

Wire and cut worms doing some damage and about 5 per cent of the corn had to be replanted, but since warm weather came, the worms have been destroyed.—A. Freund & Co., Lowden, Ia.

Many farmers are buying sheep which will be fed on our low priced corn, barley and oats.—Edmonds-Londergan Co., Marcus, Ia.

About 10 per cent of last year's wheat crop still on the farm, waiting for higher prices.—Keystone Milling Co., Larned, Kas.

All early corn, beans and melons froze out, last week.—Fred P. Miller, Eden Prairie, Minn.

No grain moving as nobody wants to sell at present low prices.—Harm Kaput, Myrtle, Minn.

Cold unseasonable weather holding corn back and unless warm weather comes very soon, a lot of replanting will be necessary.—Swoffer & Swoffer, Walnut Grove, Minn.

There are too many weeds in our wheat fields.—Montana Flour Mills Co., Bozeman, Mont.

Many of our winter wheat fields are full of weeds, which will take up moisture and reduce grain yields.—H. T. Goodell, Hobson, Mont.

Weeds are bad in our winter wheat fields.—Farmers Elev. Co., Lewistown, Mont.

Our season has been unusually wet and cold, wonderful for wheat and oats, but much ground, plowed at the usual season, had to be disced once or twice before corn could be put in.—H. C. Schaaf, David City, Neb.

Farmers are complaining about Hessian fly in the wheat.—Duff Grain Co., Nebraska City, Neb.

Prospects for wheat were never better.—J. P. Gibbons Grain Co., Kearney, Neb.

Wheat in this section badly infested with fly or maggots, samples brought in shows the infestation and they were gathered from points 10 miles west, 4 miles north and 9 miles south.—E. M. Kuhl, Ashland, Neb.

About 25 per cent of our flax must be replanted on account of frost.—J. M. Martin, Lakota, No. Dak.

## Pillsbury Milling Plant at Springfield, Ill.

Enjoying a nation-wide reputation and sales distribution of its high quality products the Pillsbury Flour Mills Co., of Minneapolis, Minn., found it advisable to erect a milling plant complete in itself at Springfield, Ill., to save freight on raw material and finished product.

Seven buildings comprise the plant. The grain storage measures  $71\frac{1}{2} \times 249 \times 100$  ft. high; the head house  $48 \times 64 \times 211$  ft. high; the drier house  $15 \times 26 \times 118$  ft. high. The flour mill is  $55 \times 165$ , 9 stories and basement; the cereal mill,  $80 \times 200$ , 4 stories and basement; the warehouse  $80 \times 240$ , 2 stories, and the boiler house  $46\frac{1}{2} \times 55$  ft., one story.

THE ELEVATOR is north of and in line with the flour mill and holds about 1,300,000 bus. The storage tanks are next to mill with headhouse north of storage and drier house north of and adjacent to headhouse. The storage consists of 56—17 ft. 1 in. dia. by 100 ft. high tanks with 45 interstice bins, occupying space  $71\frac{1}{2} \times 249$  ft. Four tanks and 6 interstice bins adjacent to mill are arranged for milling bins. Each of these bins has a number of outlets equally spaced with spouting arranged so that grain from any area has the same distance to flow to reach the main discharge.

This was done to insure drawing the mill mix out evenly to prevent any segregation. The storage has a basement 11 ft. high and the gallery on top of tanks is 10 ft. high, by 48 ft. wide full length.

An unusual feature of the storage is that each bin is equipped with a large capacity percentage feeder so that mixes may be accurately made. Provision is made so that when turning or loading out, grain may bypass feeders and discharge directly to belts.

THE HEADHOUSE is  $48 \times 64$  extending 22 ft. below ground to floor and 211 ft. above ground and contains 35 bins. There are four tracks east of elevator and mill, the track next to building being a mill loading track and the other three being supplied with 2 sets of car unloading pits each for grain.

A track shed 96 ft. long covers these tracks at the headhouse. A small passenger elevator runs from basement to top of headhouse and a belt employees elevator runs from bin top to head floor.

Two 30-in. belt conveyors with trippers carry grain from headhouse to the storage tanks. Grain from the storage tanks is carried to headhouse by 2—30-in. belt conveyors.

The basement of the headhouse is so arranged that grain from any bin in the elevator may discharge to any leg. This is accomplished by the use of 2—36-in. reversible transfer belts, one end of each belt discharging to a leg. Conveyors from storage may discharge through a stationary tripper direct to one leg or through a transfer belt to the other leg, or may be reloaded and carried to a discharge which feeds another leg direct or the other transfer belt. Head house bins discharge to mixing hoppers which in turn, discharge to either transfer belt and thence to any leg.

In the headhouse are four elevator legs having  $84 \times 24$  head pulleys and  $20 \times 7$  D. P. Buckets, driven by 75-h.p. motors thru gear reduction sets. These legs discharge to 3,000-bu. garners, having 2,500-bu. Fairbanks Scales below. The two receiving leg scales may discharge either to No. 15 Niagara Scalping Shoes and thence to mayo spouts for distribution to bins or belts or may discharge direct to mayo spouts. Each mayo spout will reach 90 per cent of the headhouse and the two present belts to storage and 2 future belts when additional storage is built.

The 6 track receiving pits of 1,800 bus. capacity each are arranged in sets of 3, each set having a 36-in. belt conveyor discharging to a receiving leg. The gates under the pits are air-operated and interlocked so that only one can be opened at a time. A 4-drum friction drive car puller is installed under the track shed so arranged that each drum may be operated from an adjacent position so that operator may have a clear view of the track being pulled. A double power shovel, motor driven thru a gear reduction set is

installed at each pit. Car loading spouts with bifurcated loaders are provided to load cars on 2nd and 3rd tracks.

THE DRIER HOUSE of concrete is 118 ft. high above ground. The drier is half way up in the house with 2 bins above and one below. The bins above are for damp grain, and the one below for storage of dried grain, with a work floor beneath the cooler bin. Under the cooler bin, in the basement of this building is located the furnace with a fuel room large enough to hold a carload of coke.

The fans in the drier and cooler are operated by electric motors. The automatic temperature control is operated from off the drier fan and the swinging discharge is operated from off the cooler fans. This drying plant operates by direct heat, has a capacity of 750 bus. per hour, is said to be one of the most modern and complete in the country, and was furnished by the O. W. Randolph Company.

THE FLOUR MILL building, designed for a two-unit mill, is of reinforced concrete skeleton construction with brick panels between columns. The floors are of concrete except a 20-ft. bay on each side of the mill on the 4th to 9th floors inclusive where the milling machinery is located. Twenty-two tempering bins extending from 4th to 8th floors are constructed in north end of the mill. A freight elevator with 6 x 8 platform and stair and belt elevator well are located in the middle bay at cleaning house end. The freight elevator car is 12 ft. high to facilitate handling long pieces of machinery. An 8-ft. wide dock extends the full length of the building on each side and canopies over these docks extend beyond the center of the track to protect loading in rainy weather. A sprinkler tank is supported on a tower on the elevator penthouse. A fire escape stair is located at south end of building. All windows in flour mill are of wood double hung. Loading doors are rolling steel.

THE CEREAL MILL and Warehouse are located west of and parallel to the flour mill with two loading tracks between. The



Boiler House, Cereal Mill, Flour Mill, Grain Storage Annex, Head House and Track Shed of Pillsbury Flour Mills Co., at Springfield, Ill.

cereal mill building has a part fifth story 40 x 40 and with building designed for a future full fifth story. This building is of concrete flat slab construction with brick wall panels. A stairway and elevator are located at one end of the building and a stairway and belt elevator at the other end. The elevator has an 8 x 10 platform. Loading doors are rolling steel and sash are of steel side wall type. The office and laboratory is located on the fourth floor of this building. The flour and cereal mills are connected by tunnels and bridges at second floor. The warehouse north of cereal mill is 80 x 40 ft., 2 stories without basement and is of wood construction with brick walls and pilasters. The wall pilasters and spandrels are made of white brick which with the dark brick panels give the appearance of a concrete building. Windows are double hung wood and loading doors rolling steel.

THE BOILER HOUSE is south of the cereal mill adjacent to loading track. This structure houses boilers for heating and manufacturing and auxiliary power machinery. No power is made at plant, electricity being supplied by central station.

Electrical equipment is designed to eliminate fire hazard, as all lights have vapor-proof fixtures and all starters are push-button type with starter in a dust tight control room and a gas proof push button adjacent to motor. Signal and telephone systems are provided for communication between various parts of the elevator. Elevator and scale offices are provided and Zeleny Thermometer system is installed in the 96 bins, the control room being centrally located over bins on bin floor level.

The plant is designed with ample provision for future expansion and ample ground has been provided.

The general plant arrangement was made by the engineering department of the Pillsbury Flour Mills Company under the direction of Mr. M. A. Lehman, vice-president. They also designed and installed the machinery in flour and cereal mills. The buildings were designed and constructed by the Jones-Hettelsater Construction Co., who also designed and installed the elevator and drier house equipment.

The bulk of the transmission and elevator machinery and sheet metal in the elevator was furnished by the J. B. Ehrsam & Sons Mfg. Co., and included belt conveyors, car pullers, steel spouting, elevator legging, heads and boots, track gate indicators, cast-iron turn heads, steel manholes, louvre openings, garner gates, bearings, trippers, rotary scale valves, power shovels and mayo spouts.

The 1,840 D. P. Superior Elevator Cups were furnished by the K. I. Willis Corporation.

Grain cleaning machinery furnished by the Richmond Mfg. Co. included two No. 14 Niagara Receiving Separators with Juby Drive, two No. 9 Niagara Upright Scourers, two No. 3 Niagara Floor Jacks, one No. 5 4-screen receiving separator with Juby Drive, one No. 24 Niagara Double Aspirator and one No. 30AA Niagara-Electromagnetic Separator. Since the initial equipment the foregoing order for cleaning machinery has been duplicated, except that four instead of two large scourers are being furnished.

The 24 electric motors were made by the Westinghouse Electric & Mfg. Co., and are of the double squirrel-cage type, the 75 and 40-h.p. motors having oil-immersed automatic compensators as starting equipment, the remainder being of the across the line type with push-button starters. The car puller has a 40-h.p. motor; gallery conveyors have 2 30-h.p. motors; the feeder has one of 30-h.p.; basement conveyors, 2 of 25-h.p.; cleaners, 2 of 15-h.p.; power shovels, 6 of

10-h.p.; track belts, 2 of 10-h.p.; transfer belts, 2 of 7½-h.p., and drier 1 15-h.p. and 1 20-h.p. motor.

Gear reduction sets furnished by the Link-Belt Co. are used to drive the legs and power shovels. The four D-14 reducers for the heads reduce the speed from the 75-h.p. motors at 870 r.p.m. to 33½ r.p.m. on the head shafts, ratio 25.6 to 1. These reducers had the low-speed shaft extended to serve as the elevator head shaft. The high-speed shaft is extended for solenoid brakes. Motors are connected to reducers by means of style "C" flexible couplings. An outboard bearing is used to support the outboard end of extended shaft.

The six D-5 reducers for the power shovels give a reduction from 1165 r.p.m. at the 10-h.p. motors to 65 r.p.m., a ratio of 17.1 to 1. Flexible 6-B couplings connect reducers and power shovels. These reducers are duplicates of two reducers furnished a year ago for the new Pillsbury Elevator at Enid, Okla. All of the gears are of the herringbone cut.

Morse Silent Chain Drives supplied by the Strong-Scott Mfg. Co. were used on all belt conveyor drives. Sixteen of these ranged from 5 to 40 h.p.

### Heavy Loading to Cut Transportation Cost

By C. D. Morris, of Public Relations Com'te of the Western Railroads, before Western Grain Dealers Ass'n at Des Moines, Ia.

If shippers would see to it that every freight car used for the movement of grain is loaded to the limit of its capacity it is estimated that the result would enable the railroads to handle this traffic with 80,000 to 100,000 fewer cars than are now actually used, with consequent reduction in the danger of car shortages at the height of the wheat movement. There would also be a reduction in number of car miles, terminal and switching charges, demurrage, etc., not to mention the saving of interest on capital invested in grain-carrying equipment.

In the purchase of new grain-carrying equipment western railroads have materially increased their average box car capacity. Out of a total of more than 40,000 box cars owned by one of our southwestern roads more than half are of the fifty-ton class, while but 317 are of the twenty-five-ton class.

Excellent results have followed the co-operation between the railroads and their patrons so far, as the records of the past few years plainly show, but this co-operation must be continued in an even more intensive manner if maximum results are to be maintained.

So far this year the roads have suffered greatly from the business depression, as has also the grain dealer. Traffic is much lighter than it has been in years and earnings are consequently low. The average wage of employees was materially increased last year while taxes were the highest in history. These increased expenses have been met hitherto by operating economics, chiefly thru the increased performance of the unit of equipment—by reduction of time in transit, by more economical use of fuel, by longer trains and increased tonnage per train, but it is evident that these economies will be less marked as time progresses.

In loading cars heavier and in loading and unloading them promptly shippers will greatly aid the carriers in their constant effort to reduce operating expenses, thereby making it possible to meet the ever-increasing average wage and mounting taxes without the impairment of service or an increase in rates.

### Drying and Mixing Elevator at Decatur, Ill.

To the country elevator man deluged with offerings of poor quality grain a nearby market with terminal elevator facilities presents the solution to a trying problem. Cleaning and mixing facilities in country elevators are often limited, yet in fairness to his trade the elevator operator is compelled to supply a market for nearly everything that comes along. Off years when much of the grain is harvested while damp seem to be increasing, or, as is more likely, the farmers now use less care in conditioning their grain before delivering it to the elevator than they did a few years ago. If competition will permit, the elevator operator can buy such grain on a safe margin provided he has a market near enough so immediate shipment will put it in the hands of operators of driers before it has opportunity to heat.

Some sections of the corn belt suffer regularly from rains during the harvest season. Each year shows heavy deliveries of corn carrying so much moisture that shipment for any great distance without first Ill., to operate a 100,000-bu. drying, mixing conditioning it, is likely to result in deterioration and heavy loss. The answer is to reach a drier as quickly as possible.

Therein is the reason for the organization of the Hight Elevator Co. at Decatur, and transfer house. The elevator is located on the Illinois Central Railroad with switching connections with the Wabash, the B. & O., and the Pennsylvania. Its own sidetracks will hold 25 cars and the plant is able to handle 30 cars a day, or 15 cars in and out, over its own tracks.

The elevator is of concrete construction and has 26 bins of varying capacities, which permit it to handle a variety of products. Its handling machinery consists principally of two legs, one with capacity for 4,500 bus. per hour and the other with capacity for 3,500 bus. per hour, a 2,500 bu. Monarch Cleaner, a Monarch Clipper, an Ellis Bleacher and an Ellis 1,000 bu. drier. Weighing in and out is done over two 2,000 bu. hopper scales. Cars are handled with a Webster car puller.

All the machinery is operated by individual Fairbanks-Morse and G. E. Motors.



J. C. Hight, Decatur, Ill.

There are eight motors with a total of 265 h.p.

Decatur is in line for many Illinois shippers moving grain east and south. Good transportation facilities, another large terminal elevator, a corn products plant and a number of brokers, cash grain offices and private wires, makes it distinctly competitive.

The Hight Elevator Co., tho it has been operating for a couple of years, was just incorporated Jan. 1st. It is composed of J. C. Hight, pres. and manager, and Will Hight, vice-pres. The Hight brothers have been active in the grain trade of Illinois for a number of years. J. C. Hight was in the country elevator business for many years before he took charge of the grain department of the A. E. Staley Mfg. Co., which he headed until organization of the Hight Elevator Co. He still has some country elevator interests.

The business at Decatur is a general grain receiving and shipping business, moving corn, oats, soy beans and sunflower seed from Illinois and west to the east and south, in which direction the products can be moved on thru rates. Soy beans are sold principally for seed.

A specialty is mixed cars, which the elevator facilities enable Mr. Hight to handle efficiently. Bulk-headed cars loaded with partly kiln dried corn and part natural corn, or half a car of oats and half a car of corn, or part clipped oats and part common oats, or part sacked grains and part bulk grains, are demanded by a large number of feeders and brokers in the east and south and the Hight Elevator Co. is in position to supply the demand. Federal inspection assures the buyer of receiving the requested grades.

Drying, cleaning, weighing and transferring of grain is also done, which gives the company a wide range of activity. These services are performed at the usual terminal elevator rates.

A photo of the plant and of J. C. Hight, its pres., is reproduced herewith.



Well Equipped Elevator of Hight Elevator Co., at Decatur, Ill.

## Panhandle Grain Dealers at Amarillo

Once again the grain dealers of the Panhandle Empire gathered to exchange convictions on new crop prospects. And once again they enjoyed themselves in so doing, just as only they know how to enjoy comradeship.

Even the reduced prospect for another average crop did not dampen their enthusiasm nor detract from their cordiality.

An average of expressed sentiments disclosed that at best the crop is decidedly spotted; that its condition has materially declined the past 3 weeks due to lack of rains; and that wheat receiving rains did not respond. Condition of this year's wheat crop was estimated at 48% by 35 country shippers.

Reported average yield ran from 8 to 11 bushels, which would indicate between a 20 and 25 million bushel crop for the Panhandle alone. Some grain men, however, cling to their personal estimates for the state of from 30 to 40 million bushels, calculating the territory south of the Panhandle is good for from 6 to 8 million bushels.

With favorable weather and rains another 5 million bushels will be produced, whereas absence of these vital production factors will cut off from 5 to 10 million bushels.

NEW WHEAT ACREAGE in the Panhandle is conservatively estimated by the genial J. N. Beasley, and others in a position to know, at from 500,000 to 750,000 acres.

Accompanying this astounding increase is the enviable record of new railroad trackage. More miles of new roadbed have been laid in the Panhandle of Texas alone than in the rest of the country.

Car loadings for the 1930 crop, despite this huge increase in acreage, were estimated at 6,755 cars by 25 country shippers, against 13,740 cars shipped by the same men last year.

The sixteenth annual convention of the Panhandle Grain Dealers Ass'n was attended with most inviting weather, an agreeable deviation from previous hot winds.

THE FIRST SESSION was opened in the Municipal Auditorium, Amarillo, Texas, May 22, called to order by Vice President R. L. McClellan, Spearman, Tex. Sickness in the family of President C. L. Ludwig, Groom, prevented his attending.

REGISTRATION was held at Hotel Herring. About 200 attended.

INVOCATION was delivered by Dr. R. Thompson of the First Presbyterian Church of Amarillo.

Mayor E. O. Thompson delivered a warm and sincere address of welcome, amid a battery of good jokes.

JULE G. SMITH, Fort Worth, (in the absence of A. Liske of Canadian, Tex.) ably responded, giving a rather pessimistic estimate on the wheat crop of the Panhandle, accompanied with other pertinent observations on the farm board, plus some good stories.

R. L. YEAGER, Amarillo, sec'y-treasurer, read the minutes of the 1929 annual convention, which were approved. The treasurer's annual statement was also read and accepted. Total receipts were \$864.00. Balance on hand now is \$1,927.03.

Membership the past year was increased by 15, although 8 were lost.

W. A. BARLOW, Amarillo, next took charge of the meeting, introducing the following speaker:

J. J. KRAETTLI, president of the Kansas City Board of Trade, spoke as he did the day following at the Enid (Okla.) convention, on farm board activities and "The United States Chamber of Commerce condemns Farm Board Activities."

C. W. GRIFFIN, Federal Grain Supervisor at Fort Worth, showed the new film released by the educational division of the Board of Review on "The Grading of Grain."

COM'ITE appointments before adjournment for luncheon were:

AUDITING: Joe Morris and W. A. Martin, Amarillo; and Earl Mugg, Channing.

NOMINATING: C. M. Henderson and J. N. Beasley, Amarillo; and Blake Hankins, Tulia.

RESOLUTIONS: W. A. Barlow and Lester Stone, Amarillo; and Frank Theis, Kansas City, Mo.

### Thursday Afternoon Session

By this time some 250 delegates and their wives had registered, with every promise of establishing a newer and even higher record of 300. This registration already exceeded that of previous years by well over 100%.

The second business session was again called to order by Mr. McClellan.

SEC'Y YEAGER first gave the closing markets.

T. B. GALLAGHER, general freight and passenger agent of the Santa Fe of the Panhandle territory, opened the session with a set of valuable statistics—all pointing to a much-needed increase in elevator storage facilities.

Some 6,000,000 bushels storage capacity is now in existence, but much more is needed in the territory already settled.

In addition, the Santa Fe is spending \$15,000,000 to build 315 more miles of trackage, 176 miles of which is in Texas. The new line taps 1,471,000 acres, 459,000 acres of which are now under cultivation and 662,000 acres of which are suitable for cultivation. Some 4,100 people already inhabit this section.

The management of the Santa Fe hopes the aggressive grain trade will aid it in developing the new fertile territory by building many new and modern elevators.

CHARLES QUINN, sec'y of the Grain & Feed Dealers National Ass'n, next covered the unworkability of the Federal Agricultural Marketing Act, and the political motives back of carrying out the provision of the act—or at least trying to do so.

No channel of enforcing the provisions of the act would, he said, increase the price of agricultural commodities. And all alternatives of enforcing it will ultimately end in disaster.

The ultimate solution of any "farm relief" problem will be that marginal lands and marginal producers must soon be forced out of the picture.

L. F. COBB, Plainview, a veteran grain dealer, humorously "paid his respects" to Mr. Legge and the Farm Board. He was cleverly indignant.

"Mr. Legge's children and even his grandchildren will be ashamed that he ever belonged to the Farm Board."

"Why doesn't Legge cut out the middleman in merchandising his combines, too? If he wants to help the farmers, why doesn't he sell his equipment direct to them

and cut out the 28 to 40% commission paid his salesmen?"

"It wasn't until wheat got high-priced that still higher prices were asked for implements. Why, I've got farmers in my territory who would give China their wheat on a 50-year note, if there was any way to get it to them."

"Legge wants to sell more equipment. And to do this he's got to get into a position to tell the farmers to raise less wheat. Then the farmers will invariably raise more!"

COM'ITE reports followed.

The Nominating Com'ite recommended the following, all of whom were unanimously elected:

President, R. L. McClellan, Spearman; Vice President, Harry L. Kearns, Amarillo; Sec'y-treasurer, J. S. Morris, Amarillo.

New directors, forming the executive com'ite, are: Earl Mugg, Channing; Luke Bogwell, Claude; Blake Hankins, Tulia; Tom King, Amarillo; and Ed Balderston, Canadian.

#### Resolutions Adopted

##### Thanks

Resolved, that the Panhandle Grain Dealers Ass'n at its annual meeting in Amarillo on May 22nd, 1930, being desirous of expressing its appreciation to the American Legion for the use of its hall, to the Mayor and City Council for their words of welcome, to the Amarillo Board of Trade for its delightful entertainment—that we do hereby extend to all sincere thanks and heartiest appreciation.

##### Good Cheer for Harry Kearns

Whereas, the delegates and visitors in attendance at the Panhandle Grain Dealers Ass'n's annual meeting on May 22nd, 1930, most uniformly miss the genial presence of our good friend and associate, Harry L. Kearns, which is unavoidable account of recent illness. Therefore, be it

Resolved, by the Panhandle Grain Dealers Ass'n that we send him a message of good cheer and our sincere wish for his speedy recovery.

##### Command Action of U. S. Chamber of Commerce

Resolved that the Panhandle Grain Dealers Ass'n in convention assembled at Amarillo, Texas, on May 22, 1930, we heartily commend the action of the Chamber of Commerce of the United States of America in condemning the provisions of the Agricultural Marketing Act, which provisions enable the Government to engage in business in competition with its own citizens.

At the annual meeting of the Chamber at Washington, D. C., May 1, 1930, the resolution stated that the Agricultural Marketing Act is without "benefit to Agriculture and has imposed unbearable hardship upon business enterprise unable to maintain their position against discriminatory competition from the Government." The resolution further stated that the Chamber "condemns as a permanent policy of the Government the employment of public funds for the purpose of participation in business in competition with established agencies" and asks, that the Agricultural Marketing Act be amended so that the authority of the Federal Farm Board to use Federal funds for the purpose stated be repealed. We congratulate the Chamber of Commerce of the U. S. A. on the stand it has taken in its effort to preserve the fundamental principles established by the framers of the American Constitution.

Resolved that a copy of this resolution be sent to the President of the Chamber of Commerce of the United States of America.

THE AUDITING COM'ITE reported the books in excellent condition in every respect.

##### Crop Reports

Crop reporting followed, a summary of which is given in the introduction.

Reports came from stations in New Mexico to Fort Worth, Texas. Some reported total losses in the wheat crop against other estimates of over 100% of the 1929 crop. "Worms and spiders have taken the crop of Texhoma."

BARLEY and oats were favorably reported, although it was stated that both crops would be fed on the farms.

Wheat seems slow in heading, with heads

smaller than last year, averaging from 1 to 1½ inches against 2 inches last year. It is also both late and dry.

LAND which was summer fallowed produced the best wheat—and a crop in which one can be more certain. The importance of such methods is again emphasized in the many reports to the effect that if the wheat acreage not summer-fallowed did not soon receive rain that the crop thereon would be a total loss.

RAINS in other sections, where moisture has been consistently more plentiful, will not be much of a benefit, it was testified, except to help the wheat fill out.

HAIL recently ruined some wheat in a few regions, notably around Dawn, Tex.

HIGH, ELECTRICALLY-CHARGED WINDS has resulted in the worst crop failure in 25 years in regions, particularly around Black, Texas. And the further west you go the poorer the crop appears.

From Texhoma, Texas, north the crop also gradually declines in condition, with but 25% of the prospects for 1930 that existed last year.

From Liberal, Kan., south the crop looks good; however, it is said to be thin. Consequently only half a normal crop is anticipated.

From Dimmitt to Hart, Tex., the condition is, in contrast, put at 90%.

OLDER SECTIONS OF TEXAS will, according to Jule G. Smith and Carl Ferguson (both of Fort Worth), raise an above-the-average crop. Mr. Smith has reduced his estimate for the state from 40 to 30 million bushels; while Mr. Ferguson has reduced his outlook from 30 to 20 million bushels.

"HEADS are more uneven and smaller than in any previous 15 years," Mr. Ferguson maintains.

MR. BEASLEY stated the Panhandle would raise from 18 to 20 million bushels of wheat, or about 40% of a normal crop, considering the increase in acreage.

COMBINES, many thousands of which are now in use, will not harvest more than 3 bushels to the acre, it was testified. "When the farmers get into the fields with gang plows watch the wheat market jump."

With a few announcements about the evening banquet, so thoughtfully arranged by the Amarillo grain men, the business sessions of the convention adjourned, *sine die*.

BANQUET. The Amarillo Country Club was the picturesque setting of the delightfully informal, cafeteria-style dinner graciously tendered everyone. Some 242 were served, and preparations made for many more.

Attractive perfume flasks were presented every lady present, and a choice of excellent cigars to finish off the splendid feast for the men.

J. N. BEASLEY was the able toastmaster and master of ceremonies.

Dancing followed the meal, and preceded the 30 minutes of hilarious entertainment presented by local players. Their skits were indeed clever.

Those leaving for the Enid convention were paid the additional courtesy by the Amarillo dealers, of having the train held a half hour for them. Special private motor cars were furnished going both to and from the clubhouse.

Leave it to the Amarillo boys to do everything thoughtful.

SOUVENIRS. In addition to those souvenirs mentioned Leo Potishman of Fort Worth gave nail-shaped pencils and a reprint of the business principles advocated by the Chamber of Commerce of the United States. Leo obtained six new members for the "National."

##### W. L. Richeson Honored by Board of Trade

In presenting to the New Orleans Board of Trade a large portrait, 3x4 ft., of its former President W. Lyle Richeson on May 14 immediately after the meeting of the Board of Directors, S. Locke Breaux, who had been chosen to make appropriate remarks, said, in part:

"A lot of the boys present at the meeting to-day cannot look back as far as Lyle and I. When Lyle was grain inspector, I was the President of the Board of Trade.



W. L. Richeson, New Orleans, La.

He was a mere boy—I was a young man. He was second to none in everything he did. In 1903 he went with the Maritime and Merchants Exchange and became its chief grain inspector. The Maritime Exchange consolidated with the Board of Trade and they brought Lyle with them, and we made him chief of the grain inspection department of the Board of Trade, and he remained with us until 1917, when he went into business for himself.

"That he made a pronounced success, is a matter written in the commercial history of the City of New Orleans. He was put on the Dock Board, so that his civic service could continue, and we find Lyle to-day as President of the Dock Board—the highest honor that the Board could give, and he was President of the Board of Trade last year.

"Frequently when a fellow gets up in the world, and has made a success, people say that he is a mighty lucky guy, but they lose sight of the fact that whenever a fellow achieves success, it is predicated upon ability.

"Lyle's service to this community is second to none. When he started out with the Board of Trade as an inspector, he was first class—so first class that when we looked for a chief, we looked for him. What more natural when Lyle Richeson started out on his own account that he should have been selected by the Government to be put on the Food Administration Corporation, and what more natural, having the good will of his fellow citizens, that he should be made President of the Board of Trade, and then President of the Dock Board."

Protein in wheat is ignored by European millers, reports Dr. Newton of the Canadian Research Council. Shippers in the Dominion catering to British trade need not bother with protein testing.

## Farm Board Blunders

From address by J. J. Kraettli, former president Kansas City Board of Trade, before Oklahoma Grain Dealers Ass'n at Enid, Okla.

Four different farmer companies own memberships on the Kansas City Board of Trade. Bear in mind that these cooperatives came into our organization on equal terms with independent dealers. Came in largely without experience or merchandising qualification, and what they now know is the knowledge gained through contact with and friendly advice received from the very people whom it is now proposed to displace. The same thing is true as to country operations. In the early stages of the country cooperative movement it apparently was thought by the organizers that it was unnecessary to have any especial qualifications to serve as manager. Many of those managers proved very incapable, expensive, and numerous companies failed. Changes from time to time have resulted in a big improvement in the personnel of managers, and now they compare favorably with the independent dealer who is using his own means, taking his own risks. The knowledge gained by managers from their competitors, from terminal market dealers and government agencies have been a great factor in the educational program.

**On Equal Terms.**—Summing it up, the cooperative and independent dealer both in the country and at terminal markets have been on equal terms. This brings us up to the developments since the enactment of the Agricultural Marketing Act, and of course the activities of the Farm Board.

**Attempted price fixing** by any combination, association or even Government is unsound, and doomed to failure sooner or later.

**Private monopolies** can no more succeed than the various demoralized plans resulting out of the Agricultural Marketing Act.

**The Farm Board**, after making a careful and comprehensive analysis of world conditions, assumed that wheat was worth certain prices, and so they named the "Pegged" prices with which you are all familiar. This system was found impracticable and unpopular—not because wheat was being "boot-legged" to them, but because such a small portion of the producers had wheat which met their requirements as to grade and those who were unfortunate enough to have a grade that did not apply had to take from five to twenty cents less, and naturally were disgruntled. Later, the Farm Board began buying futures. The very thing that politicians' various Government agencies have been condemning. While using the futures market now and finding it indispensable, a recent speaker well up in the list of promoters stated, that just as soon as they have production and movement regulated in line with their wishes, futures trading would be discontinued, and instead a plan worked out where there would be a definite price for each month in the year, with a carrying charge allowed to induce farm reserves, to be the "Orderly Marketing" scheme.

**Demoralization by Farm Board.**—Their dealing in futures, and with the price of cash wheat so far out of line with either domestic or foreign markets injected so much interference and uncertainty into the market that the grain business is in a more or less demoralized condition.

**Admit Mistakes.**—The Farm Board so far has had to backwater on virtually every scheme advanced for putting the Agricultural Act into effect. They admit mistakes and suggest that they will probably make a great many more. Meanwhile, in every instance they have availed themselves of the marketing machinery which it purposed to supplant, to "pull its chestnuts out of the fire."

In its experiments, the entire grain industry has suffered. Natural outlet has been stifled and farmers who were urged to hold their wheat for higher prices, assured that the Government would stabilize values and maintain a level, artificial or otherwise, above the prevailing market at the outset are complaining bitterly. It has even been stated by fairly reliable authority that numerous politicians who were friends of the Farm Board bought wheat futures, and of course with very unprofitable results.

Policies of the Farm Board and Farmers National Grain Corporation change overnight. This has resulted in confusion, not only in the grain trade, but among producers as well. A study of the situation is urged.

**Failed in Market Control.**—The Farm Board has failed in its market manipulations. Every effort is being made to place the co-operatives in a single frame of mind so that they may relieve the administration

from further embarrassment. But in its effort to turn the Government ventures into grain marketing, there are certain provisions or arbitrary rulings which must be accepted by the farmer organizations. One of these is that all growers and cooperatives must sign a compulsory marketing contract.

This is a severe stumbling block and has created as much ill feeling as the command to reduce acreage in a territory where wheat may be produced at the lowest cost in the United States.

**Farmers are wondering where they will stand** should they join such a movement. True, members may borrow money at 5% interest. This is insignificant and produces no betterment of farm conditions so far as it pertains to grain. The farmer is used to marketing his grain whether he feels the market is at a satisfactory level.

What other inducements does the Farm Board offer? NONE. The Farmers' National is going to be a costly experiment, and the farmer and taxpayer are vitally concerned.

In conclusion, it is almost impossible to find any business man who is not hoping and hopeful for sane business-like relief for the farmer and in my opinion there never has been a time when business men and men of means were more disposed to observe rules of fair play and the rights and necessities of the fellow men.

It behooves each and every one of us to spread the gospel of equal opportunities for all—educating in a fair minded way those who do not understand, and preaching the gospel of American independence and initiative, and last but not least, less Government in business.

**D. M. Newlon**, a farmer and stock feeder of Central City, Neb., in a full-page advertisement in the Central City Republican, says: "The Farm Board is drunk with power; the chain store is ruthless with power and that the American farmer is the victim." His concluding sentence: "The Farm Board's so-called stabilization is but hollow mockery to the farmers' ears—the political folly of the age," expresses the opinion of thousands of other farmers.

## Wheat Cargo Record

The lake freighter Lemoyne of the Canada Steamship Lines, according to figures given by John S. Ashley, president of the Lake Carriers' Association, in his annual report, holds the record for the greatest cargoes of wheat carried down the lakes. In 1929 it is shown the Lemoyne carried a load of wheat totaling 571,885 bushels; 1928, Lemoyne 555,000; Harry Coulby, 503,282; 1926, Lemoyne, 518,000; Morden, 504,908; 1916, Morden, 490,724; 1915, Morden, 476,315; 1913, W. P. Snyder, Jr., 464,000; 1907, Le Grand S. De Graff, 421,961.

## Pool Members Finding Fault

**W. W. McQuarrie**, of Aberdeen, Sask., who signed up with the Canadian Wheat Pool from the beginning, declares that the producers should have been told beforehand if no payment was to be made, so that they could make other arrangements for financing. He says, "We have not received the average market price that any person could secure by orderly marketing of his own crop."

Prior to signing up we were told about the vast mixing privilege, overages and profits from operating the system, yet with all these thrown in we do not receive the average price. If you want to verify the above statement, get the government year book for past years and do some figuring.

How long can organization live when our money and a statement of same are withheld from us? Yet we have money to buy officials' homes, and our officials take trips to other countries while we producers have to charge our store bill for bare necessities and live where we can.

Our officials refuse to tell us anything regarding our own business. We should know our total staff, the number and salaries, total cost of operation, so that we can verify the total cost per bushel.

## Deficit Due to Farm Board Loans

Washington, May 14.—The richest nation in the world is without ready cash and the treasury has been forced to borrow \$100,000,000 on short term notes.

Even with this borrowed money, the treasury has no assurance of ending the fiscal year with a surplus, for \$56,000,000 of it must be paid out on May 19 to clear previous obligations.

To date the treasury has a deficit of \$198,439,299, as compared with a deficit for the corresponding period last year of \$162,199,603. Large June tax receipts enabled the government to close the last fiscal years with even \$185,000,000 surplus.

Expenditures of \$140,000,000 by the Federal Farm Board are primarily responsible, officials said. The Farm Board expects eventually to be repaid for every dollar it has loaned co-operative marketing organizations.—United Press.

## Two for One Car Rule

Negotiations between the classification committee of the National Industrial Traffic League and the classification committee of the carriers have resulted in an agreement on a revision of note 3 to section 3 of the Rule 34 so that it will read as follows:

When two cars are furnished in lieu of a larger car ordered, no different service will be performed in placing the two cars for loading or unloading than would be performed in placing the one car ordered, except that when trackage disabilities existing at the place of loading or unloading make it necessary, the two cars may be placed at different but adjacent locations, or at the same location at different times.

The revision proposed by the carriers stands suspended in I. and S. 3360. The compromise agreed on by negotiation will displace the revision proposed by the carriers.

## "Fat-Headed Covetousness"

Mr. Secretary Hyde has not bettered his reputation by losing his temper and scolding the National Chamber of Commerce like a "fish-woman." His remarks about "fat-headed covetousness" on the part of "individuals who have waxed fat at the expense of the farmers," was particularly ill-timed. He gave no instance of "fat-headed covetousness" in the present generation of grain dealers. Can as much be said of farm implement manufacturer?

How about Mr. Alexander Legge? It is reported that his salary as president of the International Harvester Co. was \$100,000 a year. Can a grain merchant be found drawing such a salary? That salary was one of the "expenses" of nearly 20 million dollars in 1928, but after that expense and the rest had been "charged off," there was left in the company's treasury over 29 million dollars of "net earnings"—over 40 per cent on the preferred stock of the company and over 22 per cent on the common stock. All of that was paid by "farmers" in the price of the farm implements needed to produce their crops—and the farmers pay about double now that they paid 25 years ago for implements, while an automobile costs only half as much as it cost 25 years ago; and both automobiles and farm implements are made from the same materials—iron and steel.

Perhaps Mr. Hyde had best "soft pedal" on "fat-headed covetousness" of individuals who have waxed fat at the expense of the farmers.—Public Relations Committee of Omaha Grain Exchange.

# Farm Board Sentiment

Inquiries sent to a scattered list of Journal readers as to the present farmer sentiment toward the Farm Board has brought a wide variety of replies. Some say farmers are still hopeful; some say they are indifferent, and some say they are disgusted.

The following extracts are taken from some of the replies:

## ILLINOIS

**Lexington**—They don't think very much of it.—J. J. Kemp.

**Ashland**—Looked upon favorably, believing that some good will be done.—Ashland Farmers Elev. Co.

**Freeport**—In a very much mixed mood.—H. A. Hillmer Co.

**Georgetown**—Not satisfied with it.—C. H. Wade.

**Highland**—Not many talk, but those that do, expect some help.—Highland Mill Co.

**Earlville**—Undecided.—R. A. Strong.

**Sidell**—Don't think much of it.—Sidell Gr. & Elev. Co.

**Sparta**—Optimistic as to results to be accomplished.—Eagle Milling Co.

**Tampico**—Still undecided.—Tampico Farmers Elev. Co.

**Tower Hill**—Sentiment is mixed.—Sibbitt Bros.

**Vermont**—Most of them think it a joke.—Bader & Co.

**Wenona**—No interest here.—L. J. Colehower.

## Indiana

**Angola**—Patiently awaiting results.—J. B. Parsell.

**Attica**—Don't think anything of it.—Stafford Gr. Co.

**Brook**—They don't say much.—Lyons, Rich & Light.

**Decatur**—Most farmers say they are being "relieved" of all they have.—Burke Elev. Co.

**Frankfort**—Opinion mixed.—N. W. Mattix & Son.

**Jasper**—General sentiment is it will not work.—Victoria Mill Co.

**Kendallville**—Farmers are not favorable to it.—Campbell & Co.

**Marion**—Just hoping it will help them.—Thomas Mill Co.

**Rensselaer**—Farmers have little faith in ability of the Board to overcome economic law.—W. C. Babcock Gr. Co.

**Shelbyville**—Very much mixed in their opinion.—Wm. Nading.

**Tipton**—Just fair.—F. E. Davis.

**Wabash**—No agreement in opinion.—Morrow Gr. Co.

**Winchester**—Our farmers not interested.—Goodrich Bros. Co.

**Muncie**—Not very friendly.—Woodbury Elliott Gr. Co.

## Iowa

**Belmond**—Farmers don't know what to think.—J. & R. Gr. Co.

**Clemmons**—They don't think much of it, or won't say much.—A. Brackney.

**Corydon**—Fair.—F. M. West.

**Gowrie**—Think it is a failure.—W. E. Bomberger.

**Hamlin**—Say there isn't much to it.—Hamlin Gr. Co.

**Harlan**—Farmers here have no use for the Farm Board.—E. A. Kinsey.

**Indianola**—Still hoping.—F. C. Sigler.

**Spencer**—Very little comment.—H. A. Wilson.

**Lowden**—Too much talk and not enough action.—A. Freund & Co.

**Guthrie Center**—Say it's a failure. If it could not hold wheat prices with a small crop, what would they do with a big one?—E. W. Miller.

**Jefferson**—Opinion not favorable.—D. Milligan Co.

**North Liberty**—Opinion about 50-50.—No. Liberty Elev. Co.

**Omaha**—Our farmers not taking kindly to Board's work.—A. D. Post.

**Whitten**—Not very strong for it.—A. J. Mabie.

**Marcus**—Poor.—I. C. Edmonds.

## KANSAS

**Clay Center**—They are down on the Farm Board.—Mid. Kansas Mill Co.

**Ashland**—Not as strong for it as they were 60 days ago.—Wallingford Bros.

**Hillsboro**—Sentiment very much mixed.—Ebell Bros.

**Herington**—Sore because it all means higher taxes and no improvement in wheat prices.—Herington Gr. & F. Co.

**Garden City**—They say it has been a detriment so far.

**Belleville**—Not yet favorable to it.—E. A. Fulcomer.

**Larned**—Farmers consider it a failure and hope for its early demise.—Keystone Mill. Co.

**Wichita**—Don't hear much talk about it.—Stevens Scott Gr. Co.

**Lyons**—Practically a failure thus far.—C. A. Cooper.

**Minneapolis**—They feel it has a hopeless task.—Jackman Roller Mills.

**Wakeneey**—Real farmers do not favor it.—Hardman Lumber Co.

**Ellsworth**—Feeding the big milling interests with a golden spoon.—Jos. Janousek.

**Junction City**—Generally unpopular with the farmer.—Aurora Flour Mills Co.

**St. Francis**—They have no use for Farm Board.—H. M. Crosby.

**Waldo**—Opinion divided, but no one is very hopeful.—Farmers Elev. Co.

## MINNESOTA

**Albert Lea**—Losing hope in the Board and indifferent as to its fate.—Speltz Grain & C. Co.

**Eden Prairie**—Say it's a waste of money.—F. P. Miller.

**Hutchinson**—Think it is N. G.—J. W. Nielson.

**Luverne**—Farmers do not have much faith in it.—E. A. Brown & Co.

**Walnut Grove**—Majority not in favor of it.—Swoffer & Swoffer.

**Prior Lake**—Saying it is an expensive joke.—Prior Lake Elev. Co.

**Redwood Falls**—The talk is that it is of no value.—G. A. Paton.

**Mapleton**—They think they are crazy.—J. S. Emerson.

## MISSOURI

**Bethany**—Good farmers not for them.—Bethany M. & E. Co.

**Hamilton**—It is scarcely mentioned and farmers do not seem to be impressed by its dealings.—Farmers Prod. & Grain Co.

**Marionville**—Not very favorable.—W. H. Bradford.

**Paris**—It is very little thought of here.—Sproul & Sproul.

**Sedalia**—Think it's a failure.—Sedalia Mill. Co.

**Salisbury**—Everybody cussing it.—Model Mill. Co.

## MONTANA

**Outlook**—Favorable to the Farm Board.—Farmers Elev. Co.

**Hobson**—Not talking about it now.—Judith Mill Co.

**Cascade**—Mostly unfavorable.—State Elev. Co.

**Lewistown**—Say if government had kept hands off, prices would have been better.—Farmers Elev. Co.

**Hobson**—Large percentage figure the Farm Board has cost them money on wheat held for promised higher price.—H. T. Godell.

**Bozeman**—Our farmers are not interested.—Montana Flour Mills Co.

**Great Falls**—They say it's a joke.—Montana Central Elev. Co.

**Kalispell**—Watchful waiting.—C. T. Hand.

**Plains**—Not much interest shown.—Plains Montana Mills.

## NEBRASKA

**Ashland**—Farmers say Board has done more harm than good.—E. M. Kuhl.

**Wahoo**—No confidence in Farm Board.—John Dolezell.

**Central City**—Mostly indifferent.—T. B. Hord Gr. Co.

**David City**—Generally disgusted.—H. O. Schaaf.

**Kearney**—Say they can see no good results possible.—J. P. Gibbons Gr. Co.

**Loup City**—Accomplished nothing.—Brown Gr. Co.

**McCook**—Wasting taxpayers' money.—Real & Easterday.

**Neligh**—Corn our principal crop and farmers not interested in Farm Board.—Neligh Mills.

**Red Cloud**—Opinion unfavorable.—T. A. Kailley.

**Roseland**—Farmer owned elevators around here are aligning themselves with the Board.—Roseland Grain & S. Co.

**Superior**—Don't want it.—Rossmeyer Bros. & Swanton.

**Winnetoon**—Farmers not talking about it at all.—F. L. Ellermeier.

**Holdrege**—Not talking about it.—J. M. Larson.

**Orleans**—Farmers all criticizing its activities thus far.—J. D. Richards.

**Oakland**—Very unfavorable.—Holmquist Gr. & L. Co.

**Fargo**—They don't know and won't talk.—Magill & Co.

**Carrington**—Enthusiasm very low.—Farmers Independent Elev. Co.

**Kempton**—The same as always.—N. G. Kempton Gr. Co.

**Devils Lake**—Naturally mixed, but the majority hopefully waiting for something to come out of it.—Farmers Gr. Co.

**Lakota**—The real farmers—there are not many of them—have no use for the Farm Board.—J. M. Hartin.

**Mantador**—Beginning to see the politics behind it all and are getting sore.—Mantador Gr. Co.

**Hankinson**—Mixed, but still waiting for the Board to do something constructive.—H. J. Schuster.

**St. Thomas**—Unfavorable.—James Whelan.

**Casselton**—Farmers too busy "relieving" themselves to express any sentiment.—Geo. M. Bresnahan.

**Valley City**—They say it is no good.—A. L. Triebold.

**Sheyenne**—Very much dissatisfied with result thus far.—P. A. Peterson.

## OHIO

**Bellefontaine**—Very little interest shown here.—H. K. Humphrey.

**Blanchester**—Mingled hope and fear.—Dewey Bros. Co.

**Bowling Green**—Their hope of farm relief has vanished.—Royce Coon Gr. & Seed Co.

**Circleville**—They are not very hopeful.—Hafner Gr. Co.

**St. Paris**—Losing faith in its possibilities.—Farmers Gr. & F. Co.

**Middletown**—Our farmers are against it.—I. C. Diver.

**Kenton**—Sentiment around here is unfavorable.—C. W. Robinson.

**Hicksville**—Some still have hope, others haven't, but most are indifferent.—Hicksville G. Co.

**Greenville**—Still hoping something can be accomplished.—E. A. Grubbs Gr. Co.

**Findlay**—Think it's hopeless.—McManness Mill. & Gr. Co.

**Troy**—Not looking for any help from that source.—Martin & Rehmet.

**Wauseon**—They think it is the "bunk."—Lyon & Greenleaf.

**Xenia**—Our farmers are not saying anything about it.—Belden Mill. Co.

**Camden**—Farmers, without exception, express a lack of confidence in the ability of the Farm Board to render any permanent relief.—E. C. Eikenberry.

## OKLAHOMA

**Durant**—Farm Board given very little consideration around here.—Durant Mill. Co.

**Enid**—Farmers around this city are against the Board.—W. M. Randel.

**Hobart**—Sentiment unfavorable—Shepherd & Son.

**Kingfisher**—At least 90 per cent of them think it's all a joke.—Kingfisher M. & E. Co.

**Medford**—Organizers are busy around here. Don't know how successful.—W. S. Long.

**Oklahoma City**—Everyone indifferent.—Oklahoma City Mill. & Elev. Co.

**Enid**—Farmers say the whole thing is for the benefit of the politicians, who are out for the "grab."—W. B. Johnston.

**Fairland**—They think it's rotten.—O. Cole.

## SOUTH DAKOTA

**Bridgewater**—They are disgusted with the whole affair.—Stanard Elev. Co.

**Canton**—No interest and no faith.—G. C. Gemmill.

**Clark**—Not so good.—E. J. Clark.

**Elk Point**—Not giving it much thought.—Farmers Union Elev. Co.

**Andover**—No interest shown by our farmers.—Farmers Elev. Co.

**Mitchell**—Most of our farmers say "leave us alone."—Betts Grain Co.

**Tyndall**—Not so good.—Consumers' Supply Co.

**Wheat** consumption per capita averaged 4.6 bus. for the three years 1926-28, compared with 5.3 bus. for the 5 years, 1909-13.

# Farm Board Bitterly Scored at Kansas Convention

Fair weather and intense interest in the problems now before the grain trade led to a huge attendance from country points as well as terminal markets at the 33rd annual convention of the Kansas Grain Dealers Ass'n, held at Hutchinson, May 20 and 21. The sessions were conducted in the huge meeting hall at the Chamber of Commerce. Hutchinson hotels were crowded to capacity and many wished they had sent their reservations earlier.

## Tuesday Morning Session

The first session was opened at 10 o'clock a. m. Tuesday with community singing led by F. W. Davidson. Pres. J. H. Voss, Downs, was in the chair.

GEO. GANO, pres. Hutchinson Board of Trade, made the welcoming address, assuring the delegates freedom of the city, and expressing his hope that they would so enjoy themselves that they would want to return at future dates. In telling of the Farm Board, he said:

## George Gano's Impressions

This is the first meeting of the Kansas Grain Dealers Ass'n since the organization of the Farmers National Grain Corporation. I have always known that Secretary Smiley had a lot of nerve, but I never thought he had the nerve to call his band of outlaws together in the open. I rather thought they would meet on the Russian Communistic plan and meet in a dark cellar this year.

You know if the "Czar" of the grain corporation, one Alexander Legge, has his way about it this will be the last meeting of the Kansas Grain Dealers Ass'n. However, personally I haven't lost faith in constitutional government and I am inclined to think that the Kansas Grain Dealers Ass'n will go on meeting from year to year as in the past.

When our great public utilities corporations and some of the early-day oil companies and other large corporations made too much money and ran afoul of the law they organized subsidiaries to wash their dirty linen. I am a little surprised that the government has followed the same plan. They have organized a subsidiary to the Farmers National Grain Corporation known as the Stabilization Corporation in which they wash their dirty linen. Someday when a complete audit is made of the stabilization corporation and all the facts put before a sane Congress—when they learn that these corporations are both under the control of the milling interests of the United States—and that the beneficiary under this act, the farmer, is not receiving any benefit from it—that the Congress will refuse to appropriate any more money.

So it gives me great pleasure to welcome you here this morning, not only as an executive of the Hutchinson Board of Trade, but also from a civic standpoint. The City of Hutchinson welcomes you and I trust that your stay in this city will be made so pleasant and prosperous that you will want to return at some future date.

ROY W. COX, Iola, vice-pres. of the Ass'n, in responding, said:

## Vice-Pres. Cox Responds

We have come to Hutchinson for this, our 33rd annual convention, because of your gracious invitation. Most of us have come by auto and have viewed with delight in most places the prospects of a golden harvest, and are hoping for the pot of gold at the end of the rainbow. In viewing this wonderful prospect, we are naturally prone to wonder as to just what the results will be. We feel confident that a bountiful harvest will be reaped, but owing to the changing ideas of our Federal Farm Board and the National Grain Corporation, we are led to wonder whether it will be possible to handle this crop with service and satisfaction, or whether by the time we are ready for harvest there will be so much red tape and so many requirements to be met that it will be impossible for a dealer to have any

idea one day as to what he will do with what grain he receives the next.

It has always been our opinion that the grain dealers of Kansas were legitimate and were worthy of a place in society and really rendered a service to the community in which they lived, with a minimum of remuneration. Many of us have lived from childhood in the community in which we are now handling the grain business, and number the vast majority of our customers as personal friends.

We have stood idly by and allowed the demagogue, the politician, and the professional organizer to poison the minds of our friends against us. We have kept ourselves hoping that our friends of years would not believe all of the things that were said against us and would pay little attention other than passing fancy to the continuous propaganda that was being put out. We have followed this policy until we find ourselves today more nearly legislated out of business than any class in the history of the world and when we speak of the grain men as a class we refer to every legitimate grain dealer and terminal market man in the business, including the individual dealer, the farmers co-operative elevator, the equity union, grain corporations and every organization that is rendering a true service to its community.

We have no quarrel with any co-operative, realizing the fundamental principles in the theory of co-operation as well as the inherent right for any man or company of men to enter into any line of business on a clean competitive basis, but we do object to the ideas advanced by many men, who presume to be leaders of thought, to poison the minds of our friends by advancing stories of unscrupulous proceedings, that we are a leech upon society and have no place in an economic handling of the vast grain crops of this country.

NO CLASS of men have the welfare of the farmer at heart any more than the grain dealer. They are our personal friends. They come to our offices and talk over their business, their crop conditions, and their financial situations in the most friendly spirit, and every grain man realizes that it is impossible for him to prosper unless agriculture is upon a solid and profitable basis.

No class of men will do more than the grain men to aid agriculture and put the farmers upon a plane with every other line of business. We feel that the farmer is entitled to every advantage of the city man, that agriculture should be on such a basis that he may have electricity in his home, running water, and automobiles for pleasure as well as trucks and tractors for carrying on his business, and every other labor-saving convenience.

I feel that we should not stand by and see a marketing system that has been over one hundred years in the building be completely destroyed by those who have no definite plan to take its place. The most enthusiastic adherents to the Farm Board Plan have only a vague idea as to how it will work or as to what it will accomplish, hoping that by some hokus-pokus operations it may produce results desired.

We realize that there may be flaws in the present marketing system, but it is our opinion that if the marketing system is all that is wrong with agriculture, the policy being followed will never eliminate the difficulty. If an entirely new market plan is to be devised, wouldn't it be more feasible for a committee of master farmers who had made real successes in their operations to meet on the level with a committee of prominent grain men who have made an equal success in their profession and eliminate the difficulties that are before them and in this manner solve the problem in a sound economical way without disturbing every line of business in the entire country?

We feel that it is not just or right to be driven out of business by a government financed monopoly whose principal object seems to be to put out the experienced dealer.

We appreciate the hospitality extended by the Hutchinson Board of Trade in requesting our presence for this convention. We know that you are putting forth every effort to show us the best time the grain dealers have enjoyed during the life of our organization. For all of these things to you we are truly thankful and trust that we may at the adjournment of our convention leave you feel-

ing that your efforts have been well spent, that some good has been accomplished, and that all may be the better fortified to face the problems before us.

PRES. J. H. VOSS, in his annual address, scored the Farm Board and assured the delegates of his faith in the present system of marketing grain.

## Pres. Voss' Annual Address

Gentlemen, at this moment our greatest need is a correct picture of what is going to take place in the grain business in the near future. Great changes as are attempted in the grain business, naturally create great confusion and the results must cause some one to suffer.

Who would have doubted the sincerity of our President when he, in his eastern speeches told us of the evils of injecting government into business. He took a thousand words to tell us how it would discourage and destroy individual initiative, and the free play that characterizes American business.

Today we have President Hoover's appointee, Mr. Legge, doing the very thing that the President warned against. One of the problems of popular government is to keep it popular. Here is a problem for statesmen. How shall they keep the masses sufficiently interested in political affairs to make elections really the expression of the will of the majority?

The failure on the part of many citizens to vote in state or national elections is but one symptom of a general malady and that is lack of interest in matters which do not seem to concern us directly.

The tax bill of the United States is nearly one-sixth of its earning capacity. One out of every eleven is a public employee and the majority of them are in the Department of Agriculture. Soon every farmer will have a specialist of the Department of Agriculture telling him what to do.

Just check the different departments and see how many supplications you have. Most people think everything from the government is free. Free advice, free service, free help, free seeds, free this and free that. There is no such thing as free government. Government costs real money and when the individual understands clearly that he pays the bill he will consider more carefully government appropriations and services. If each man who signs a petition or writes his Congressman urging a public expenditure, was required by law to inclose his check for his part of the expense there would be less such proposed activities.

The greatest list of products of our country has been placed in the hands of a few men. Most of these men never had any experience in the different commodities they are attempting to merchandise. With an appropriation of \$500,000,000 how long will it last?

**Profit and loss** means little to them. Our government says, "You go ahead and spend one-half billion dollars, not as yours, but as money belonging to the taxpayers," and, my friends, this means you and me. The theory is probably helping agriculture and the hope is that the transactions may come out all right.

Could anyone run their business as efficiently if they would lose sight of the old, sound, proven rule of business that the penalty of loss must rest on the loser, as an ever present factor?

Of course the farm board insists that it has no intention of eliminating our well established agencies, but the fact remains that the power is placed in this board to do so and it will do so. The placing of such power in a single body is not in accord with our ideas of governmental functions. This virtually gives them access to the United States treasury for the purpose of eliminating private competition.

**Want Equal Rights:** While some of us may wish that our government would provide as generously for our problems as it does for the farmers, none are under any illusions as to the prospects for such assistance. All we are asking is that our government give us a reasonably free hand in solving our own problems. We have no objections to being put out of business by an organization that can serve the trade more efficiently. We do want equal rights.

If we follow the present efficient system of marketing we have nothing to fear. If the present system was not founded on sound business principles it would have been replaced long ago. I feel that we can face the future with confident courage. No matter what happens we will emerge from the struggle secure in the hearts of our customers who recognize services well performed.

I believe our politicians and our govern-

# The GRAIN DEALERS JOURNAL

## Sec'y Smiley's Annual Report

ment should be interested in what the farmers must buy as well as what they must sell. You never heard very much about co-operative buying, cooperative implement manufacturing or cooperative editing of the **Farmers Mail & Breeze**.

Why doesn't Congress appropriate a half a billion dollars to shoot at this end of the game. I believe that any one could have made as good a job of spending as the Farm Board has done to date and I sincerely believe implement prices should decline in proportion to the decline in wheat prices since the Farm Board has taken a hand.

**Farmer Not Insolvent:** While Congress, Mr. Legge and some of our newspapers are fearful of the farmers difficulties, what about the farmer himself? He is too busy plowing and sowing to give much thought to what they are fussing about. The American farmer is not insolvent as most of our politicians seem to think. This constant reiteration of the farmers distress by our politicians is an injustice to the individual farmer and to agriculture as a whole. Just how long would our banks last if our professional sympathizers would begin to shed tears over their condition?

With the development of the wheat industry in other countries helped by large implement exports our farmers must meet world competition in the growing of the wheat. Millions of dollars worth of our labor saving farm implements are being sent to these countries. Why not prohibit exports of this equipment?

Efforts of other nations to dominate the world wheat markets since our efforts to bolster the price of wheat artificially can be plainly seen. Our only hope is that they will try and dominate the commodities that the farmer must buy as well as the commodities which he has to sell.

**As our harvest approaches:** I believe the most discussed topic is acreage reduction which has been especially advocated by the head of the Federal Farm Board. Personally I believe the farmer is able to determine the acreage he must or must not plant as well as any one. The farmers are not advising business what to do or what not to do and I don't believe the farmers need any advice regarding the reduction of wheat acreage.

The economic law does not advise a uniform acreage reduction but silently draws a line. You hear of some producers who make a profit at sixty cents per bushel. Others cannot make a profit at one dollar per bushel. The result is the high cost producer ceases to produce leaving the low cost producer to continue or even increase his production to the ultimate welfare of society.

Our farmers have had half a century of instruction from our Department of Agriculture on methods of increasing production to the end that the unit cost of production may be reduced. Now we have another branch of this very same department whose duty it is to increase the price of the surplus and limit the production. One branch builds up and another tears down.

Please do not understand me as being opposed to cooperative marketing. The grower has the right to associate himself with any cooperative organization as long as those cooperatives efforts are not unfairly discriminating against private enterprise. Private enterprise will accept its displacement if cooperative marketing justifies that displacement by superior service.

Members induced into cooperative organizations possibly against their own convictions by special privileges extended only to that organization through the use of government money will not stay during times of stress. I don't believe that membership secured in this way is a fair test of superior service.

**Price Forecasting:** I believe I sound the sentiment of every member of this ass'n when I recommend that we go on record against price forecasting. The Department of Agriculture is constantly predicting future prices on farm products.

As our harvest approaches let us do our best to perform the duties expected of us. I believe agriculture owes a vote of thanks to the grain merchants, exporters and elevator interests whose efforts kept the channels for grain open during the last season and gave it a better price during the rush season than it would otherwise have received.

**SEC'Y E. J. SMILEY:** Topeka, made his annual address with the usual fervor, demonstrating the fallacy in the action of Congress passing the so-called Farm Relief Act.

The **Federal Farm Board** act now on the federal statute books, is an example of class legislation enacted by the Congress not for the people but by and for the politicians of the country. We are of the further opinion that there was no demand for such radical legislation by the actual farmer but this was brought about by a class that has been farming the farmer for the special benefit of this special horde of so-called reformers. What is the real purpose of this act?

**How Can Board Prevent Surpluses?**—The author of the bill alleges that direct obstruction to any burden upon interstate and foreign commerce in agricultural commodities due to surpluses or shortages from climatic or other causes, the effective contrast of producer or to speculation or to inefficient and wasteful methods of distribution. How can the farm board or all of its subsidiaries prevent surpluses and shortages in farm commodities? Do they think that they have arrived at a state that they can expect divine guidance the same as Joseph of Bible times and just because they are members of the Congress of the United States that the Lord will give them special visions that they may be advised in advance of the good and the lean years? This section of the bill provides for inefficient and wasteful methods of distribution.

We challenge any member of the Congress or any member of the Farm Board to offer substantial proof that the present methods of merchandising grain under the present system are either inefficient or wasteful. The Federal Trade Commission spent four years in investigation and reported to the Congress that grain and grain products were handled on a smaller margin of profit than any other product produced in the United States.

**Results to Date.**—What has been the result of the experiment to date? Government funds loaned to farmers and co-operatives on what is known as a peg price at 6 to 12c per bushel above the market price. Refusal to make loans only on grades of No. 1 and 2 wheat and the retaliation of the only countries in the world dependent upon the western hemisphere for their supplies of the bread grains.

**Retaliation by Europe.**—Italy—Duty of 73½ cents a bushel along with government attempts to stimulate domestic production. It is possible Italy next year may produce enough wheat for its requirements.

Germany—Duty of 97 cents and the requirements that 50 per cent of all wheat milled shall be domestic. Ordinarily southwest Germany mills all foreign wheat. Germany also has an import certification system which is not a barrier to wheat but does tend to force grain out of Germany into other countries when prices are low.

France—The duty is 53 cents. Only 3 per cent of foreign wheat can be mixed into ordinary flour. A drawback is paid on exports.

Czecho-Slovakia—A 24 cent duty with milling regulated, probably to require use of rye mixture. Import certificate system same as German provision. Exports from surplus areas and imports into milling areas aided.

Sweden—Duty of 27 cents with a monopoly on flour importations.

Belgium—Has empowered government to take measures to prevent dumping of European flour.

Portugal—Wheat imported by authority of special decrees fixing rates of duties.

Spain—Two tariffs, one of 73½ cents applying to the United States, the other a surtax on wheat of 37 cents additional.

All of the above named countries have

been purchasers of American grown wheat in the past and doubtless would have been in the market for supplies from our 1929 crop of wheat but for the action of the farm board and its attempt to maintain an artificial price, on the bread grains. England is buying her supplies from Canada, Australia, and Argentina and will probably continue to do this as she can trade her manufactured goods for wheat without any tariff interference. This is one of the most disturbing factors to be considered. Europe is adding one million acres each year to the growing of wheat and rye by using vast estates held by the aristocracy and not producing prior to the World War. Another factor to be dealt with is the falling off of domestic demand for the processed grain. The per capita consumption of the bread grains, according to figures compiled by experts at the department of agriculture, has declined from 5.3 bushels in 1913 to 4.6 bushels in 1928.

**If the per capita consumption** of the pre-war period had continued we would now be consuming 82 million bushels more per annum or about ten per cent of the present domestic production. According to figures compiled by the Board of Agriculture the average production of wheat in the United States for the past five years is 810 million bushels, while the amount used for domestic consumption, seed and waste amounts to not to exceed 610 million, leaving a surplus of 200 million.

**What Are We Going to Do With the Surplus?** Mr. Legge, chairman of the Farm Board, realizing that we were losing customers for our surplus has demanded a reduction in acreage of both spring and winter wheat. He fails to realize that he is dealing with production of grain instead of with farm machinery when making this demand. A manufacturer can and does reduce production as soon as the saturation point in production is reached but the wheat farmer will continue production regardless of profit, hoping that the coming season other countries or other parts of our country will have a partial or total failure and if this happens, he will be rewarded for his labor. Mr. Legge's demand for a reduction in wheat acreage fell on deaf ears upon the farmers of Kansas, Nebraska, Colorado, Oklahoma and the Panhandle of Texas for the reason that this part of the country is particularly adapted to the growing of wheat and on account of the large acreage per man, and cheap land, wheat can be produced for 50c per bushel.

**A vast horde** of government supervised organizers and supervisors will distribute patronage to and thru co-operative politicians. It is very apparent now from the appointments made that the politicians will officer and direct these co-operative concerns as surely as they are created. It is my candid opinion that it is the intention of the members of the Federal Farm Board to secure control of all of the farm owned co-operative organizations and weld them together under the regional plan proposed by the Board and attempt to secure the signature of every farmer to a contract agreeing to deliver all of his product to a subsidiary of the Farm Board.

I am fully expecting to see a horde of high-powered salesmen turned loose at any time to call on individual farmers in an effort to force them to accept this plan. It is my further opinion that they will not succeed in this state as the average farmer, Kansas farmer, will insist upon knowing when delivering his grain or farm product, what he is to receive for it and in knowing that he is to receive the full price agreed upon at the time of delivery.

Kansas farmers will never be satisfied with part payment on delivery and partial pay-



This started out to be a Salina group, but we can recognize Newt Gray, Bill Talbot, Ted Branson, Paul Bailey, E. L. Rickel, Roy Miller, Malcolm Bartlett, Noel Dockstader, Jack Leahy, Frank Theis, M. Chamberlin.

ments later on. Since the enactment of this law, I have talked with a number of farmers and when I say farmers, I mean, farmers living on farms, and I have only found one who was even mildly interested in the plan, and he admitted that he had never given the plan much thought. Some of the tenant farmers were interested in the plan when it was first announced, thinking that they could borrow money on their wheat as soon as threshed, and placed in the bin on the farm, but when they learned the plan provided for making loans on warehouse receipts, they appeared to lose interest.

**Increase Rentals for Elevator Sites.**—During the past year, the land commissioner of the Rock Island Railroad Co. made an attempt to advance rental charges where transfer of property was made. At some points where elevators were sold and lease forwarded for transfer, an attempt was made to increase rental from 25 to 75 per cent. While it is true that the I. C. C. has ordered all concerns to make a charge of six per cent per annum on the actual value of all railroad right of way leased for any and all purposes, the fact remains that the concerns insist upon determining the value of all such property. In order to protect the lessee, we secured the enactment of a law by the Kansas legislature in 1923 as follows:

"That whenever a disagreement arises between the owner of an elevator or grain warehouse, coal shed, ice house, buying station, flour mill, or any other building used for receiving, storing or manufacturing any article of commerce, transported, or to be transported, situated on a railroad right of way, or on land owned or controlled by a railroad company, and such railroad company as to the terms and conditions on which the same is to be continued thereon or removed therefrom, in every such event on written application to the public utilities commission by such railroad company, person, firm or corporation the said public utilities commission shall have authority, and it is hereby made their duty as speedily as possible after the filing of such application, to hear and determine such controversy, and make such order in reference thereto as shall be just and right between the parties under all the facts in the case which shall be enforced as other orders of said commission."

We would suggest that in the event of controversy with the railroad company in regard to rental charges for elevator sites that you refuse to sign lease presented providing for increased rental charges and make tender in cash to the agent for the company of the amount provided in your present lease in the presence of one or more reputable witnesses and if this is refused file a petition with the public utilities commission of this state asking for a hearing and it is their duty under the law to make an order in reference thereto.

**Leave 24 Inches Over Grain in Cars.**—I want you to know and remember that unless 24 inches space is left between the level of the grain in the car and the roof of the car that the car will not be sampled by the sampling department for inspection and the contents of the car will be sold or applied on sale, subject to inspection upon arrival at the industry to which ordered. I want you to know that the grain trier used for sampling is 60 inches in length. The Kansas Inspection Department contends that they can reach bottom of cars loaded with 72 inches of grain. They may be able to do this. What is your opinion?

As 55 per cent of the cars sampled by the

Board of Trade sampling department from July 1st to Sept. 30th, were reported CRB, "can't reach bottom," it is evident that no special effort was made by this department to reach bottom where there was more than 60 inches of grain loaded into the car. I want you to know that where the notation, CRB is made by the sampling department of the Kansas City Board of Trade, you assume all of the risk of the grain getting out of condition from the time it is loaded until arrival at the industry to which ordered. Report of grain and sale upon arrival means nothing if the car is loaded too full for proper sampling. Many of you know this by experience! We want to suggest for your own protection that you make a mark in the car loading 66 inches from the floor and load to this mark, that is if loading to the line will load the minimum capacity 60, 80 and 100 capacity. I want you to know that under the tariffs filed with the I. C. C. that you are compelled to load cars only to their minimum capacity.

If you do not see fit to load cars above their minimum capacity and the agent for the company refuses to sign B/L upon presentation wire the general manager of the road with which you are located that you hold the company liable for any loss you may sustain on account of refusal of the agent to sign the B/L.

Many shippers complain of lower test weight at terminals than shown by their tester at time of purchase. We believe in many instances that this is the fault of the shipper in not leveling the grain in the car after loading, especially shippers that load cars direct from the head.

**Level the Load.**—It should be apparent to every shipper loading with gravity spout that the heaviest grain is thrown to the ends of the car while the lighter kernels and chaff remain in or near the center of the car. By leveling the grain in the car, the heaviest grain is drawn back to the center of the car giving you a more uniform test. Try this out and see if you do not get better results!

**Penalty for Uneven Mixing.**—While it is not always possible to load cars uniformly, we believe if shippers will make a special effort to do this, it will save heavy loss in discounts. I want you to know that under the Federal Grain Standards, grain is graded on the poorest sample found in the car by the sampler. If you run a wagon or truck load of damp or inferior grade of grain direct to the car you have the assurance in advance that the sampler will find it and the inspector will grade the whole car based on this wagon or truck load. By mixing this damp or inferior grade of grain, it will lose its identity and the grain will not be degraded. Under no circumstances load grain of inferior quality in the bottom or ends of the car as the shovelers will find this grain when unloading, and it will just be too bad for anyone who attempts it. Mr. T. B. Armstrong, first assistant of the Kansas Inspection Department, advises us that all samplers are instructed when finding spots of heating or inferior grain when sampling to make a note on report cards of the location of such spots and the approximate amount of such grain. This information is available to all receivers and buyers at Kansas City and Kansas terminal points, where the department maintains offices.

**Advise Consignee of Expected Grade.**—We would suggest when shipping to every terminal that you advise either the buyer if on sale, or the receiver, if on consignment what

you expect the grain to grade and if it fails to grade as expected to notify you why, and if failure to grade as above stated, have him order the car to elevator for direct transfer and have the car resampled and inspected and in most instances, you will find that the grade will have been changed. The charge for a direct transfer is  $\frac{1}{4}$  cent per bushel which will be added to the switching charge. Don't call for reinspection on cars of this kind as it is money thrown away. If you care to follow out the above suggestions, I am very sure that it will save you money and trouble.

**Sales Contract v. Storage of Grain in Local Public Warehouses.**—In 1923, the Kansas legislature enacted a law making it mandatory on the part of all country elevators storing grain for farmers to make application for a license to the chief grain inspector and file a surety bond, the purpose being to guarantee to the party or parties storing grain, full protection against loss. A very large proportion of the local grain dealers opposed the enactment of the law and used every fair means to prevent its enactment but without success. After the enactment of the law, we appealed to the then attorney general for the state for a plan that would enable country elevator operators to accept grain from farmers without complying with the act. In compliance with our request, he prepared a sales contract. This is not a storage contract as the title of the grain is transferred from the farmer to the elevator owner as soon as the grain is delivered and the contract accepted. Under the terms of the contract, the farmer has no right over the grain delivered; nor has he any obligation in regard to it. His sole claim is for the purchase price. The purchase price is unfixed but the fixing of it is within his complete control as to the time of fixing the price. If you wish to avoid the expense of providing bond, and the trouble of making monthly reports to the warehouse commissioner, you can legally use the sales contract.

**Membership.**—During the year closing, December 31, 1923, we secured 70 applications. During the year 31 individuals and companies tendered their resignation; during the year 30 of our members discontinued business. This shows a net gain in membership for the year of nine members. We now have a membership of 490. When one takes into consideration the poison propaganda that was put out during the latter part of the year, we think we are to be congratulated upon maintaining our normal membership. We feel that we are entitled to the moral and financial support of every elevator owner and operator in the state for our accomplishments during the 33 years of existence. Every elevator owner and operator has derived direct benefit and will continue to receive benefit.

CHAS. QUINN, Toledo, sec'y Grain & Feed Dealers National Ass'n, called attention to the action of the Farmers National Grain Corp. in purchasing the export facilities of Hall-Baker Grain Co. at Kansas City.

He mentioned the three alternatives open to the Farm Board in handling wheat. One is to conduct a grain business as it has been handled by private trade for so many years, in which case it only increases tax burdens; the second is to hoard the grain, which principle has already had famous failure demonstrated by tobacco, copper, coffee, sisal and other commodity pools; the third is a high tariff and reduction of acreage, so American wheat can be put on a domestic basis. Mr. Quinn expects the hoarding principle to be used, with the grain trade as the goat. A brief discussion followed his talk.

PRES. VOSS appointed the following committee:

**RESOLUTIONS:** Roy W. Cox, Iola, chairman; W. L. Drake, Humboldt; Ted Branson, Salina; G. A. Kailey, Red Cloud (Neb.); Claude M. Cave, Sublette.

**AUDITING:** A. M. Dunlap, Iola, chairman; C. A. Kalbfleisch, Harlan; J. H. Huyck, Morrowville.

**NOMINATING:** Gordon Estes, Hutchinson, chairman; O. E. Rice, Athol; R. L. Miller, Kinsley.

Adjourned to 2 p. m.

## Tuesday Afternoon Session

HON. JOHN FIELDS, pres. Federal Land Bank at Wichita, was the first speaker at the second session in the Chamber of



Ex-Pres. J. H. Voss, Downs; Pres. Roy W. Cox, Moran; Director A. M. Dunlap, Iola; Sec'y E. J. Smiley, Topeka; Director Chas. Herron, Cimarron

# The GRAIN DEALERS JOURNAL

Commerce quarters. He discussed politics and the farming business. A good politician, he said, is the fellow who can take sides with six factions utterly antagonistic to each other yet avoid conflict.

The grain business is limited by supply and demand. The farmer is a fellow who thinks he can borrow his way out of debt. Labor has had no such delusions. Consequently labor has forced the protection it has received.

The present trend in Kansas is away from farming and toward wheat manufacturing. Power farming has made tillage of huge tracts at low cost possible. Regular farmers are in no position to compete with cheap land and power equipment in producing wheat.

Heavy mortgages are one of the contributing causes to the poor condition of agriculture. It takes 13% of the farm income in Iowa to pay the interest on the mortgages. It takes 6½% in Kansas. Give Kansas enough time and Kansas will be as bad as Iowa.

C. D. MORRIS, Chicago, of the Western Railways Public Relations Com'ite, spoke briefly on transportation problems. He said:

#### TRANSPORTATION

The railways have already put 20,000 box cars near the harvest area. Within two weeks there will be twice as many. Every grain car is being put into serviceable condition.

There will be no car shortage this season, unless it grows out of the inability of receivers to unload them at terminals.

Box cars today are large. Railways have doubled their carrying capacity, without materially increasing the number of cars.

Loading cars to capacity and prompt unloading at terminals will avoid shortages. It has been estimated that had every car been loaded to full capacity last year about 100,000 fewer cars would have been required.

Railroads have met the test of moving entire crops in a few weeks with credit to themselves, which materially aided the farmers.

Railroads of the future will be able to perform good service only if they are put into a position where they can go into the banks and borrow what they need to keep equipment and facilities up-to-date.

**The greatest problem** of the railroads today is the growing trend toward socialism. Vast sums of money are being appropriated to put the government in business. Muscle Shoals, Boulder Dam, the Farm Board, the Shipping Board, the Mississippi Barge Line, all are evidence of government in business. The withering hand on American business is our constantly increasing burden of taxes.

The average tax bill of the American farmer last year was one-third of his income.

A representative of the government has spent \$3,000,000 for an elevator in Kansas City. He is bidding for others. Using your money to enter business against you!

The problem is when are we going to return from the bureaucratic period of insanity we are now undergoing?

The railroads are your property. All forms of investment trusts, school funds, insurance companies, etc., have heavy investments in railroads.

I wish every one of you would read the 5th Amendment of the constitution. Under it you will find no discrimination shall be given by the government. But the government violates it by ruining the business of one thru subsidy to another.

The ballot box is the place to state which way we shall go. I'm voting against socialism.

MILLARD R. MYERS, Chicago, spoke on the government's activities in the grain business as opposed to locally owned farmers elevators, repeating what he had to say at the convention of the Illinois Grain Dealers Ass'n.

TED BRANSON, Salina, talked on the broad subject of "Back of Beyond and In Front of Here," in his own inimitable fashion. It is reported that one country shipper, conversing with one of the Salina boys, said:

"What kind of a burlesque are you Salina folks putting on this year?"

"Burlesque? We aren't putting on any show."

"Well, I see Ted Branson is on the program."

Ted got pretty serious this time. You will find his remarks published elsewhere in this number.

Adjourned to Wednesday morning.

#### Banquet at Hutchinson

A fine chicken dinner and high class entertainment featured the annual banquet. It was held in the Hutchinson Country Club Tuesday evening. Over 375 being present.

When cigars were lighted Geo. Gano introduced Hal S. Ray of the Rock Island railroad, as toastmaster. Mr. Ray had a choice collection of stories, some of them just short of being classed as shady, with which to introduce the speakers and the entertainment numbers.

Entertainment was made up of songs by a local quartette, a reading by local talent and solos by Kemper Hippel, who had led the community singing at the business sessions.

Popular Davy Davidson of Topeka was encored time after time when he put in an appearance, strumming a banjo and singing popular old-time prairie ballads. Some of these he brought up to date with appropriate insertion of the names of grain celebrities.

A. C. MALLOY, a Hutchinson lawyer, made the address of the evening, denouncing the government entering business in competition with private enterprise. This will appear in this number of the Journal.

#### Wednesday Morning Session

The third session was opened at 10 a. m. Wednesday with Pres. Voss in the chair.

J. J. Kraettli, pres. Kansas City Board of Trade, made the first address, discussing the action of the U. S. Chamber of Commerce in passing a resolution condemning the Farm Board's activities. His address appears elsewhere in this number.

T. B. KING, Central City, Neb., told about the advertisement of Fred Marsh appearing in country papers thruout his state, remarking that it had caused a stir in pooling circles, who are out after Mr. Marsh's position with the university. Mr. Marsh is sincere in his disposition toward the Farm Board plan, as is evidenced by open correspondence between himself and those who demand his resignation.

L. A. COONS, Truesdale, a Union Equity man, said that while the Equity favored the Farm Board, it was opposed to a compulsory pool. The Farm Board called a meeting of Equity members in Kansas City on May 20. A compulsory pool plan was offered but was turned down. The Union Equity favored only a voluntary pool, and demanded the plan be changed or they would go no farther with it. Farmers borrowing money would, of course, be tied up, but others would not be delivered to the Board.

FRANK THEIS, vice-pres. Kansas City Board of Trade, told about the educational efforts of the Kansas Agricultural College to teach cooperation. At a recent meeting it decided that the Dean of the college would take charge of county agents thruout Kansas, instructing them to see every farmer and solicit his joining the Farm Board plan.

The Farm Board is definitely committed to reduction of acreage to create a domestic basis on wheat. This is opposed by the Governor of Kansas, because of the cheap land in Kansas.

#### Liens and Mortgages

A. L. OSWALD, Hutchinson, discussed the problems facing purchasers of mortgaged wheat. He suggested that the present law

be changed so that those who wanted could go to the district court and put up a bond, then withhold payment on all grain for 10 days. During this 10 days all lien or mortgage holders would be compelled to present their claims. The law should go a step farther so that, in case of controversy, the grain man could pay the money for the grain to the clerk of the district court, saving himself the necessity of appearing as witness.

It is a sad fact that no one takes interest in law unless they are directly affected. The attitude of the legislature is that of doing nothing unless you go after it in a body. The legislature is a cross between a business failure and a religious fanatic.

Let me suggest you draw up a statement of just what you want. Then explain what you want to legislators between now and election.

The automobile men had a similar situation. But they waited too long. Don't wait. Take action for your own protection now.

The small cliques in our legislatures and disinterest of voters in any but their own problems is what is leading the socialistic tendency of government.

MR. SMILEY: There will be more suits brought against grain dealers for double payment on grain this year than ever before. See your representative at home and call his attention to the situation.

Sec'y Smiley called for a vote on the question. The rising vote indicated a majority in favor of legislative action.

W. G. HOPKINS, Garden City, talked on why elevators fail. His address will appear in a later number. It includes a discussion of the bearing conditions have upon elevator success.

Adjourned to 2 p. m.

#### Wednesday Afternoon Session

P. R. VORAN, McPherson, was the first speaker at the fourth session. He discussed compensation insurance and warehouse bonds.

Warehouse bonds after July 1st, will be required by the state and they must be corporate surety bonds. Personal bonds will no longer be valid. These corporate bonds will be priced at \$10 per \$1,000. It will take a little time to put thru these bonds covering warehouse receipts, so take this into consideration in making your applications.

Mr. Smiley submitted the following financial statement for 1929:

#### FINANCIAL STATEMENT

##### Receipts

Balance on hand Jan. 1, 1929.....	\$ 1,718.62
Cash received for membership and dues.....	\$7,629.00
Less exchange .....	3.90
Cash received for directories.....	34.00
Cash received for advertising.....	1,137.50
	\$10,515.22

##### Disbursements

Rent .....	\$ 435.00
Sight drafts returned.....	60.00
Supplies .....	51.27
Postage .....	207.00
Telephone company .....	102.32
Printing .....	483.10
Taxes .....	7.42
National dues .....	300.00
Secretary's traveling expense .....	623.22
Salary account .....	6,200.00
	8,469.33
Balance Jan. 1, 1930.....	2,045.89
	\$10,515.22

THE AUDITING COMMITTEE reported the financial report correct and its report was adopted.

THE RESOLUTIONS reported by the

Resolutions Committee were unanimously adopted.

## Resolutions Adopted

Resolutions were adopted thanking the Hutchinson Board of Trade and those who had aided to make the meeting a success; approving the stand of Governor Reed of Kansas against reduction of wheat acreage as proposed by Alexander Legge; objecting to the extension department of the State Agricultural College promoting business concerns in competition with private enterprise, and favoring the repeal of the farm board act, in the following:

### Would Repeal Farm Board Act

WHEREAS we deem it unfair and socialistic for any class of business to be forced into direct competition with a government sponsored organization and financed by taxes paid by the general public, therefore be it

RESOLVED that we declare our opposition to any attempt of our National Government to enter into competition with private business in any form. That we believe the present activities of the Farm Board tend toward socialism and the elimination of individual incentive in business. That we believe no benefit will come to agriculture from these activities and that every other class of business will be disturbed and depressed, therefore be it

RESOLVED, that we go on record as being opposed to the Farm Board Act and favor its repeal or amendment. That we aid in a publicity campaign, that the public at large might be correctly informed as to the activities and results of the operation of the Federal Farm Board and that we aid in every way possible in bringing the policies of our people and country back to the principles of sound government adopted by our forefathers in our Constitution.

TED BRANSON extended an invitation on behalf of the Salina Board of Trade and the Salina Chamber of Commerce to hold the next annual convention in Salina.

## Officers Elected

The following officers were singly elected by a rising vote:

Roy W. Cox, Moran, pres.; A. R. Dean, Blue Rapids, vice-pres.; E. J. Smiley, Topeka, sec'y-treas.; C. A. Kalbfleisch, Harlan, director, 2nd District; Charles Herron, Cimarron, director, 4th District; J. M. Rankin, Cambridge, director, Neb. District.

Newly elected Pres. Roy Cox made a brief address, saying he did not think it necessary to state his policy, inasmuch as the sec'y had always run the ass'n and he guessed he could do it for the next 12 months. Nevertheless, the ass'n was on record opposed to the Farm Board plan.

Brief expressions encouraging close ass'n and development of a friendly attitude, were made by G. D. Estes, Hutchinson, Director Herron, Sec'y Smiley, Claude Cave and Wm. Murphy.

Adjourned *sine die*.

## Kansas Convention Notes

From Atchison came C. H. Blanke. Geo. C. Brown came from Minneapolis. B. W. Parker came from Hennessey, Okla. G. T. Brewick and R. J. Munn came from Omaha.

St. Joseph delegates were G. C. Belton, C. D. Gilbert and E. Lieber.

Dallas, Tex., was represented by H. G. Thomas, of Jas. E. Bennett & Co.

H. F. Hoffmeister, Jr., came from Texas City; E. G. Shuhart from Dalhart, Texas.

Pencils, cigars, cigarettes, and the usual line of souvenirs were widely distributed.

CHICAGO grain men were represented by F. F. Thompson, of Jas. E. Bennett & Co.

ENID, OKLA., was present in the persons of Roy Hacker, Jesse Langford and Homer Thomas.

Geo. W. Douglas and wife, and E. C. Jarus were present to represent Douglas Chemical & Supply Co.

DODGE CITY representatives were W. R. Atherton, Harry Fulkerson, Art Kerschan, J. D. Meade and J. F. Moyer.

E. R. Stimmel, J. R. Ritchey and P. L. Wilson distributed circulars showing a new head drive and anti-friction bearing boot.

E. G. Shuhart of Dalhart, Tex., exhibited heads of wheat from his 80 acre field near Hutchinson, which he claimed would yield 25 bus. per acre.

A. W. Gerber was in charge of an exhibit of a Gerber double distributing spout, working the controls and showing the construction of the device.

BRINKLEY EVINS represented a New York City brokerage firm and took first prize as the person coming the longest distance to be in attendance.

SEC'Y C. B. RADER of the St. Louis Merchants Exchange was present with S. S. Carlisle, E. W. Coughlin, J. M. Fuller and Geo. L. Morche of that market.

Andy Rothgarn represented Clow-Winter Mfrg. Co., passing out circulars on the Winters universal head drive, floating boot pulley, pneumatic truck lift and other equipment.

P. H. Pelkey, represented Fairbanks Morse & Co., talking scales, motors, engines and other of his company's products at a table where he demonstrated testing buckets, strokers and other devices.

DELEGATES familiar with the statistical crop reports of Jas. E. Bennett & Co. became acquainted with E. H. Miller of that organization and were surprised to find said statistician was a woman, and a very charming woman.

W. C. Lamb, representing Kewanee Implement Co., greeted his many friends with his customary smile and was at all times ready to talk about the Kewanee Truck Lift.

Hutchinson grain dealers provided com'ites for the entertainment and comfort of their guests. The entertainment com'ite was composed of W. C. Fuller, J. V. Fleming and Geo. E. Hogle; golf, K. C. Hippel and A. W. Estes; transportation, D. B. Frazee, F. J. Hippel, Lee Collingwood and A. P. Haury.

R. D. Jarboe, federal grain supervisor at Wichita, showed three reels of motion pictures at the Midland theatre Wednesday morning. These demonstrated methods of handling wheat with a combine-harvester and the manner in which grain is sampled and graded at terminal markets and at ship-board.

A few of the boys attending the banquet failed to notice a mud-hole on the grounds of the Country Club right where they wanted to park. In leaving they tried to drive over it, but instead, landed right in the middle of it. After many long and loud shouts for help a Good Samaritan was prevailed upon to pull them out.

REGISTRATION was in charge of Sec'y Smiley's daughter Florence, and Madge Yeager. They did a good job of bossing F. S. Rexford and H. M. Lehr of the Grain Dealers National Mutual Fire Insurance Co. who did honors, pinning badges on registrants. Identification badges were furnished by the Grain Dealers Mutual Insurance Co.

Intense interest in what the trade proposed to do about the Farm Board, and the progress of the latter institution was manifest in the heavy attendance. Over 360 registered and more than 375 dinners were served at the banquet in the club house of the Hutchinson Country Club. This was more than just a registration, for every business session found many standing.

SALINA was represented by L. M. Anderson, Paul R. Bailey, Ted Branson, J. C. Carlson, Newt Gray, J. S. Geisel, Warren Hart, Chas. Henning, D. P. Lorenz, A. J. Mach, Roy Miller, Ed. Morgenstern, R. Morgenstern, Jay J. Owens, Jimmie Quinn, E. L. Rickel, C. E. Robinson, O. L. Scott, Grover Simpson, B. K. Smoot, Dan Star, Bill Talbot, J. S. Tinklepaugh, and J. C. Wyatt.

WICHITA sent E. H. Batt, E. F. Beyer, I. H. Blood, W. W. Burris, H. L. Chowning, A. G. Click, L. C. Cox, J. W. Gannaway, John Harold, Frank Hayes, John Hayes, Paul Hennenhofer, B. M. Hildyard, A. F. Johns, Bill Kopp (B. C. Christopher & Co.), W. P. Little, Pat McQuire, W. R. Price, R. R. Roth, W. E. Root, R. W. Smith, H. M. [Concluded on page 686]



At the left are F. S. Rexford, Wichita, in charge of Registration; Ted Branson, Salina; Madge Yeager, who did the registering, and Sherman Andrea of Holyrood. Machinery salesmen at the right, P. H. Pelkey, Chicago; A. W. Gerber, Minneapolis, and W. C. Lamb, Kewanee

# Oklahoma Grain Dealers Hold Lively Meeting at Enid

A splendid turnout appeared at the 33rd annual convention of the Oklahoma Grain Dealers Ass'n held in the Youngblood hotel at Enid, Okla., May 23 and 24. All business sessions as well as social events were well attended. Intense interest was manifested because of the trade problems which have been growing rapidly.

In conjunction with the grain dealers the Southwest Shippers Advisory Board held its meeting. This was conducted Friday morning. Friday afternoon the meeting hall was turned over to the grain dealers.

## Friday Afternoon Session

The first session opened at 2 p. m. Friday with Pres. John R. Thomas, Carnegie, in the chair.

R. J. ELAM, Enid, gave the welcoming address, assuring the dealers the city was glad to have them and wanted them to have a good time.

## Secretary Prouty's Annual Report

Undoubtedly there is much more of interest in the road ahead of us than the one we have just passed over, and if this proves true, there should be worked out during this Annual Meeting a course of suggestion and procedure that should be followed with diligence and persistence.

**It has been a year** of variable conditions with its surprising as well as disappointing features. In early June there was every promise of bountiful yields with few if any complaints. What happened thereafter thru a short space of time to reduce our Oklahoma yield, variously estimated at sixty million bushels, to approximately forty-five million bushels, is a little hard to explain, as this blighted or disappointing condition existed only in certain sections of the state, yet wherever it occurred the business of our elevators was affected more or less seriously.

**One of the results of Governmental interference** in private business is its instigation of co-operative organizations in general commercial lines. Whether this will prove a success or not only time can tell. There is in the grain trade so much uncertainty, so much of the speculative feature, that knowledge of risks and possible results, and the courage to face these results, is quite necessary. Much thought and careful consideration on the part of the farmers should precede the adoption of such radical changes, and we as grain men cannot remain blind to the fact that this is a great problem the grain trade must face, and that much skilled tact will be quite necessary in its handling. The labor, experience, and accumulations of many years are in serious hazard.

**The grain business** is largely speculative, and not unlike many other kinds of business that are subject to, and must be governed by, that immutable law of supply and demand which carries with it unstable values that are influenced more or less by certain natural causes and conditions over which the ingenuity of man has no control.

The mutual and co-operative service of the grain shipper and dealer, or commission merchant, is quite as important and necessary as that of any other business merchant, and it deserves equal or some proper respect and consideration. His service to the farmer in judging for him the best market for his products at best prices that can be secured, is of inestimable value, and the farmer should consider the grain dealer one of his most valuable friends, and not begrudge him a fair and reasonable remuneration for such service.

**Vicious Class Legislation.**—It is our belief that any proper organization of farmers, stockmen, cotton growers, fruit growers, and agriculturists generally, who have organized themselves or contemplate organizing themselves into groups or districts for educational and financial improvement, is all right, proper, and legitimate, and that such liberty and opportunity should not be denied nor abridged in any manner so long as such organizations observe and exercise the same proper rights and privileges that are accorded any other business, institution, or enterprise. But when such organizations conspire and seek to obtain and do obtain

special Government aid, credit and backing, and get the free use of millions of dollars of taxpayers' money at low rates of interest on long time payments, when other private business enterprises of same competitive nature cannot receive similar Government aid or backing, and cannot obtain the same free use of taxpayers' money at low rates of interest on long time payments, then the Government is exceeding its constitutional right and authority by encouraging and espousing any certain legislation that is viciously class in its nature and effect. Therefore, if for no other reason, grain investors, shippers, buyers and sellers, elevators and warehouse owners, mills and flour manufacturers, and those engaged in other subsidiary pursuits, have a perfect right, a constitutional right, to protest vigorously against such special class legislation that is plain to see will have the direct effect of driving out certain private business and destroying competition.

**Reducing Wheat Acreage.**—When it comes to suggestions regarding reducing or increasing acreage of any farm product, we think that solution should be left entirely with the individual producer, who should solve that question for himself. The average farmer is a man of good hard common sense and experience, and he generally knows and understands what is best for him to do when realizing that certain conditions and circumstances that may influence him in one season may be entirely different and changed the other way around in following season.

**Federal Inspection.**—We wish to emphasize the same position we expressed last year regarding a uniform system of grades and inspection. We heartily endorse such a system, and we think our Federal authorities are using every means and effort possible in trying to develop a satisfactory uniformity, which is not an altogether easy problem.

**Southwest Shippers Advisory Board.**—There may be some, not well informed as to conditions and real causes of congestion at Galveston last season and its long endurance, who are inclined to offer criticism against carriers and transportation companies for their inability to give satisfactory service, but no doubt representatives of the carriers and Shippers Advisory Board will be present at this Convention to explain that the carriers and Advisory Board did everything in their power to relieve the situation, and were in no manner to blame for the congestion that occurred which was attributable to other causes over which they had no control. We should feel grateful for the daily and constant information received from chief authorities of the Advisory Board which kept us well posted and forewarned regarding the real conditions as they existed at the Gulf ports. Never before have we been served so well with information and bulletins of this character, which were so valuable to us and thoroughly well appreciated.

**Our Trade Rules** seem to be sufficiently complete as to cover practically every feature of protection, and for that reason there seems to be no suggested change or amendment for recommendation at this time. Our standing Trades Rule Committee is composed of our Arbitration Committee, and this committee welcomes at any time throughout the year suggestions of any needed amendment or addition that should be adopted, and the same will receive due consideration. The fact that we have but very few disputes or controversies shows that our Trade Rules are generally pretty well understood, and quite complete and satisfactory. If any one should have any alleged complaint or controversy concerning any business matter, they are invited to first write the Secretary and explain the trouble, giving facts, circumstances, and details, and no doubt the Secretary can assist greatly in straightening out the matter to the satisfaction of all parties concerned without the necessity of submitting to the Arbitration Committee for solution. About 18 disputes of this character were settled during past year.

**Group Meeting.**—Herewith is schedule of group meetings which will follow closely after our annual meeting. This will afford another opportunity for dealers to get together in a more local manner and discuss such particular problems that may need attention.

Hobart, Monday, June 2, 8:00 p. m.

Clinton, Tuesday, June 3, 8:00 p. m.

Woodward, Wednesday, June 4, 8:00 p. m.  
Forgan, Thursday, June 5, 8:00 p. m.  
Alva, Friday, June 6, 8:00 p. m.  
Ponca City, Saturday, June 7, 8:00 p. m.  
Okeene, Monday, June 9, 8:00 p. m.  
Watonga, Tuesday, June 10, 8:00 p. m.  
El Reno, Wednesday, June 11, 8:00 p. m.

**Service.**—The aim of our dealers has always been to give satisfactory service with unselfish restraint, and we sometimes wonder if there is yet to be found some better system of marketing that will excel in general expediency and efficiency the one now in general use by the grain trade everywhere. The hazards surrounding the marketing of grain under present day conditions affords continual worry, not only to the country shipper and dealer, but to the producer, manufacturer, and consumer as well, all have a deep interest, and all are constantly confronted with almost daily problems that must be met and worked out in some satisfactory manner or other. The combine is mostly responsible for a most unusual condition at harvest time and we are brought to forced adjustments in changed conditions which are caused by the great rush of wheat forced on the market in such short space of time regardless of its unsatisfactory condition.

Much of the work of an organization such as ours never goes on record. By far the largest percentage of such work is in the field, and only by its results is it ever known. One of the features which is far reaching in its results, is that of local meetings which we hold regularly throughout the year. The large decrease in claims and differences between competitive dealers, we believe is due largely to these gatherings and the friendly relations which result. As matters of importance come up in the way of legislation, or in fact anything bearing upon our business, circulars are issued from this office, thus supplementing the broader work of these local as well as this general gathering. Remember this office is yours, and never hesitate to write for information or aid, both of which will be gladly given.

The following committees were appointed:

**RESOLUTIONS:** Cecil Munn, Enid, chairman; Jno. O'Brien, Oklahoma City; W. O. Wheeler, Weatherford.

**NOMINATIONS:** Vern Goltrey, Enid; Jake Remple, Gotebo; E. S. Bouldin, Muskogee.

**JOHN FIELDS**, pres. Federal Land Bank, Wichita, gave an address, largely repeating what he had to say at the Kansas Grain Dealers meeting about farm indebtedness, the limited market for commodities set by the world's stomach, the heavy burden of taxes brought on by an unnecessarily bureaucratic government, installment buying, tariff protected farm implement manufacturers, and so forth. He pled for more independent thinking on the part of citizens in consideration of national progress.

**H. G. TAYLOR**, American Railway Ass'n, Washington, D. C., discussed the machine age in his address on "Relations Between Transportation and the Agricultural Industry." He told about huge industrial projects where hardly a man is used except to direct machinery.

## Transportation and Agriculture

Immense numbers of people have left the farms. Farm population continues to decrease. Yet, production of agricultural commodities has greatly increased. The farms are becoming mechanized, and machinery is expediting the process of production.

The problem of sufficient production has been largely solved, tho new inventions are constantly being developed. The big problem today is distribution.

Railroads are compelled to keep alert. Oil, for instance, is now carried largely by pipe lines. No industry is free from the necessity for quickly readjusting itself to new conditions.

Three things have made America a great nation. They are fertile farms, an intelligent people, and good transportation.

The efficiency with which the railroads serve the farms is a big factor in the prosperity of the farms. Farm products must get to market to be turned into cash.

Grain moves much more rapidly today than it used to, and this sudden flood of grain to market has taxed the ingenuity of transportation. It requires the closest cooperation between shippers, receivers and the railroads.

The spirit of resourcefulness must be called upon to stand by us when the government subsidizes our competition. But we will get nowhere if we take the attitude that it is easier to "howl than it is to move."

Individuals share responsibility for dealing with the movements that are always taking place, and must work with each other.

CHAS. QUINN, sec'y Grain and Feed Dealers National Ass'n, talked on the Farm Relief Act, repeating what he said at previous state conventions held in Iowa, Kansas and Illinois.

K. D. BLOOD, federal statistician, Oklahoma City, read his resume of Oklahoma crop conditions treating particularly with wheat. He said considerable winter killing and poor growth prevailed up to early in May. Better conditions since have materially improved it tho generally rains came too late to prove beneficial. The May 1 condition of 60% on 3,547,000 acres at an expected yield of 8.5 bus. per acre does not indicate a big crop. But the yield may be increased by favorable conditions should these prevail up to and thru harvest time.

Adjourned to Saturday morning.

## Enid Banquet

About 350 delegates, wives and sweethearts attended the annual banquet in the ballroom of the Youngblood hotel the evening of the first day.

Following a sumptuous dinner composed of fried chicken and all the fixings that go with it, Ed Humphrey introduced Hal Ray of the Rock Island lines, Chicago, as the master of ceremonies.

Toastmaster Ray introduced the Wichita songbirds, who did an excellent job of embarrassing Pres. Thomas with their recitation of how he was born a long, long time ago without any clothes on.

This was followed with clever introductions of such leading lights as H. G. Taylor, Chas. Quinn, Wm. Murphy and others who had spoken at the afternoon session.

Miss Bee Kennedy and Boyd Shreffler's orchestra furnished the entertainment.

Vern Goltry, Ben Feuquay and Ed Humphrey composed the local committee from the Enid Board of Trade, who were responsible for the splendid banquet and the entertainment.

## Saturday Morning Session

H. R. Lake, supt. transportation, Santa Fe lines, Chicago, was the first speaker at the

## Officers and Directors Oklahoma Grain Dealers' Ass'n



Left to right, front row: Vice pres. C. T. James, Gage; Pres. J. R. Thomas, Carnegie; Sec'y C. F. Prouty, Oklahoma City. Back row: Directors Jno. O'Brien, Oklahoma City; Paul Peeler, Elk City; Chairman Ed. Humphrey of Enid Entertainment Com'ite; Director E. S. Bouldin, Muskogee; Arbitration Com'ite man J. W. Stewart, Chelsea

second session. He told several stories, then swung into a discussion of increased mileage as related to the increased production of wheat in Oklahoma and Texas. His address will appear in a later number.

J. J. KRAETTLI, counsellor of Board of Trade to the Chamber of Commerce of United States, told about the resolution passed by the latter organization, denouncing Farm Board activities. As he began to speak radio station KCRC picked up what he had to say and broadcast it over a wide area. The address will be published in a later number.

PRES. THOMAS expressed his faith in the present system of grain handling and said that the return to normalcy would be in at least some measure contingent upon the grain trade.

SEC'Y PROUTY read his financial report, which was adopted:

### Treasurer's Annual Report

May 1st, 1929, to May 1st, 1930	
Receipts from all sources.....	
Expenditures—	
Office rent .....	\$ 300.00
Phones .....	104.02
Stamps .....	96.00
Traveling .....	107.43
Printing, stationery, etc.....	75.90
Taxes .....	3.40
National Association dues.....	60.00
Secretary received on salary.....	3,376.00
	\$ 4,122.75
Due Secretary on salary.....	\$ 224.00
Due Ass'n on quarterly dues.....	225.00
Balance if all collected.....	\$ 1.00

ED HUMPHREY, Enid, read the resolutions. These were unanimously adopted as read.

## Resolutions Adopted

### GRAIN MARKETING ACT

Resolved by the Oklahoma Grain Dealers Ass'n, in convention at Enid, on May 24th, 1930, that we heartily endorse the action of the United States Chamber of Commerce of America in denouncing certain provisions of the Agricultural Marketing Act, and asking for its repeal.

The Chamber in its annual meeting at Washington, on May 1st, 1930, expressed its opposition to the use of Government Funds for the purpose of participation in business, in competition with established agencies.

We endorse this resolution unqualifiedly because we believe that if the principle embodied in the Agricultural Marketing Act is accepted, one of the fundamentals of our Constitution is undermined.

The acceptance of such a principle implies the destruction of private business and the

substitution therefor, of a system of State Socialism.

Resolved that a copy of this resolution be sent to the President of the Chamber of Commerce of the United States.

### SYMPATHY

WHEREAS, Death has claimed another one of our members in the person of Mr. Fred W. Lankhard of Kingfisher, Okla., which occurred in St. Anthony's Hospital at Oklahoma City, Friday, Jan. 10th, at 12:20 P. M. Fred, as we all familiarly called him, has been one of the managing factors in the Kingfisher Mill & Elevator Co. for years. His happy and genial disposition, and his honesty and trustworthiness in all his dealings made him many friends with those with whom he came in contact. We extend the sincere sympathy of the Grain Dealers to members of the family.

Whereas, Mr. Robert Clifford Andrews, District Manager of the Car Service Division, American Railway Ass'n, located at Dallas, Texas, departed this life on Monday morning, Jan. 13th, 1930, and

Resolved, That it is the unanimous opinion of every grain man connected with the Oklahoma Grain Dealers Ass'n, in the passing of Mr. Andrews they lost a true friend; a man of exceeding breadth of vision and of great patience and toleration; a man whose unfailing courtesy and kindness endeared him to the Grain Dealers.

VERN GOLTRY, Enid, read the report of the nominating com'ite, which was accepted:

### OFFICERS ELECTED

Pres., J. R. Thomas, Carnegie; Vice-Pres., C. T. James, Gage; Sec'y-Treas., C. F. Prouty, Oklahoma City; Directors, W. B. Johnston, Enid; Jno. O'Brien, Oklahoma City; Jake Remple, Gotebo; E. S. Bouldin, Muskogee; Paul Peeler, Elk City.

### ARBITRATION COMITE

Ben Feuquay, Enid, chairman; Harry Hunter, Okarche; J. W. Stewart, Chelsea.

G. C. RHODES, Enid, chief grain inspector, talked on loading cars, demonstrating with charts how to load so as to get an accurate grade thru fair, representative samples.

PRES. THOMAS announced his policies for the coming year, assuring the delegates of his earnest desire to help them in every way.

Adjourned *sine die*.

## Oklahoma Convention Notes

W. H. Voils and Price Feuquay came from Wellington.

Hutchinson sent W. C. Fuller and Joe Brada.

Dallas sent J. C. Crouch, Julius Pearlstone, and A. A. Hart.

A good many of the fellows brought their wives along and made the occasion a holiday.

Fort Worth was represented by G. C. Henderson, C. M. Carter, J. A. Simons, P. J. Mullin, Leo Potishman, Jule G. Smith, K. K. Smith and Oscar Fillary.

A lot of souvenirs were passed out. We recall Transit Grain & Commission Co. with "spike" lead pencils and, of course, there were a lot of cigars, cigarettes and "blues chasers."

Over 700 delegates were registered. This, of course, included railroad men, coal and millers, but most of them were grain dealers and representatives of terminal markets.

The Wichita crowd included A. F. Baker, R. T. Blood, E. H. Batt, Jno. Harold, W. W. Wallis, T. H. Blood, J. H. Beyer, Ed. H. Adair, Archie Woodside, O. E. Bedell, Clarence L. Warren, L. E. McLinden, H. L. Chowning, Ben Truesdale, R. P. Green, P. M. Morton, Sam Wallingford, Glen Yancey, U. E. Shelton, Clyde Candell and others.

Mrs. E. H. Miller, Jas. E. Bennett & Co.'s statistician, got a newspaper write-up in Hutchinson that said a lot of nice things about her being petite, slender and auburn-haired, with gray-green eyes, and a soft, southern drawl. She came on down to Oklahoma where she became acquainted with the state's crop experts. It was their unanimous opinion that her eyes are not gray-green. They are blue. F. H. Thompson of the same company came along to see that no one stole their statistician.

The interior market grain receivers of Kansas, namely Wichita and Hutchinson, put Mary Ester Johnston "over-the-top" in selling poppies for the American Legion on Saturday. Mary is "W. B.'s" daughter. A club named the "Knights of the Bath" was formed, all prospective members having to purchase a second poppy for \$1 or more to belong. Mary has promised all members a big blow-out on their next trip to Enid.

# The GRAIN DEALERS JOURNAL

## Kansas Convention Notes

[Continued from page 683]

Snare, J. W. Swenson, Sam Wallingford, W. W. Wallis, J. A. Woodside, C. L. Warren (B. C. Christopher & Co.), Glen Yancey.

KANSAS CITY delegates were Fred C. Davis and R. E. Chears, Ernst-Davis Com. Co.; B. C. Christopher and Clyde Truesdell, B. C. Christopher & Co.; Frank A. Theis, Simonds, Shields, Lonsdale Grain Co.; T. B. Armstrong, Scott Bateman, H. R. Bierig, F. D. Bruce, L. J. Byrne, E. A. Cayce, Chas. S. Conover, Oscar Cook, Marion Fuller, E. H. Gregg, W. E. Grogman, L. M. Hicks, C. R. Hill, Roscoe Homan, C. G. Hopkins, A. W. Hunt, W. H. Hurley, A. T. Ingman, C. T. Irons, B. H. Johnson, F. T. Kane, J. J. Kraettli, Jack Leahy, J. E. Liggett, W. B. Lincoln, Wolcott & Lincoln; W. J. Mensendieck, C. O. Mooney, R. B. Murphy, Wm. Murphy, Bud Owens, W. B. Pickerell, C. C. Randall, F. J. Rapp, Dave Razliff, W. M. Redd, Geo. O. Sherman, Orla A. Severance, Gus Stewart, E. R. Stripp, A. D. Thomason, Earle Wallingford, C. E. Watkins, and Dick Wood.

Kansas country elevator interests were represented by L. A. Adler, Goddard; F. L. Albertson, Sylvia; Sherman Andrea, Hollyrood; Harold Agnew, Tribune; W. R. Baer, Chase; L. W. Bailey, Manter; M. Bartlett, Norwich; I. A. Barnett, Otego; E. C. Bates, Stafford; E. C. Beauchamp, Arlington; E. L. Beauchamp, Castleton; M. M. Beeson, Garden City; J. W. Bert, Walton; Stanley Benso, Gorham; Leo Berry, Rossville; P. H. Besthorn, Hollyrood; C. C. Bishop, Minneola; Alex Bitter, Susank; Jack Blair, Lyons; H. S. Blatchley, Arnold; J. M. Boes, Sterling; Paul Bottiger, Highland; J. T. Braly, Kingman; L. D. Brandt, Douglass; R. I. Broom, Athol; Chas. Burlie, Anthony; Louis Burlie, Anthony;

Geo. Carson, Calista; C. M. Cave, Sublette; M. Chamberlain, Beverly; Bob Clark, Herrington; J. H. Caton, Anthony; L. A. Coons, Trousdale; H. A. Cox, Elsmore; Roy W. Cox, Moran; Wm. Czarnowsky, Herrington; R. J. Curtis, Moscow; E. J. Dalton, St. George; R. C. Daniels, Albert; F. C. Deere, Anthony; A. E. Deere, Anthony; Noel Dockstader, Glen Elder; Louis Drake, Humboldt; Pete Dreiling, Victoria; W. L. Donnelly, Little River; K. B. Drummond, Iola; W. L. Dunbar, Hayland; A. M. Dunlap, Iola;

R. A. Ely, Elkhart; G. F. Evans, Syracuse; Howard Falen, Stafford; J. A. Falen, Stafford; W. W. Felts, Johnson; A. L. Flock, Galva; L. R. French, Whiteside; D. F. Friesen, Cheney; Ernest French, Mullinville; J. S. Friesen, Lehigh; W. J. Gaskill, Johnson; E. A. George, Carlton; W. S. Gibbons, Peck; Frank Gilbert, Pawnee Rock; F. L. Gray, Lyons; Glenn Green, Mankato; A. S. Gross, Pawnee Rock; Henry Hake, Tipton; Walter Herman, Bavaria; Chas. Herron, Cimarron; W. G. Hopkins, Garden City; C. H. Hubenett, Conway; J. H. Huseman, Geneseo; J. H. Huyck, Morrowville;

C. M. Isom, Belaire; Fred James, Winfield; Joseph Janousek, Ellsworth; B. B. Jones, Lyons; W. R. Johnson, Coldwater; T. H. Keast, Sublette; W. P. Kliesen, Leoti; A. W. Knackstedt, Windom; B. W. Kyner, Wilson; C. M. Light, Liberal; J. D. Likens, Plevna; Elmer Lindahl, Geneseo; Alvin Long, Lyons; J. W. Lukens, Hazelton; Earl Lytal, Garden City; Jack Lynch, Hoisington;

John McCaffery, Castleton; W. W. McClellan, Calista; Lester R. McDonald, Satanta; J. A. McDowell, Jetmore; C. A. McIbbens, Belpre; T. H. McMinnimy, Sitka; W. P. Medsker, Plevna; John Menzie, Montezuma; E. O. Miller, Anthony; Guy L. Miller, Kismet; R. L. Miller, Kinsley; Roy Mills, Meade; John B. Missi, Highland; C. D. Moore, Arlington; G. G. Mowrey, Plains; P. T. Nickel, Buhler; Jacob Ochs, Hoisington; Victor Ochs, Millard; F. A. Oline, Sterling; Jack Ogren, Arkansas City; J. J. Ontjes, Lyons; E. R. Owens, Formosa; M. E. Pierce, Marion; Harold Poort, Canton;

Harry E. Rall, Ensign; Emil Rauckman, Halstead; B. E. Raymone, Haven; Leo Redetzke, Susank; D. S. Rhode, Tampa; O. E. Rice, Athol; Virgil J. Rice, Emporia; A. H. Riederer, Partridge; J. M. Rogers, Kipp; George Rose, Morrowville; John Ross, Wamego; H. Schimmins, Marysville; Wallace Seibert, Canada; Ray Senter, Clearwater; C. C. Smith, Conway Springs; Sid Smith, Larned; Walter T. Smith, Radium; C. E. Solter, Clearwater; Alex Stevenson, Minneola; E. M. Stull, Palco; J. E. Thompson,

Montezuma; Ed. Trainer, Cimarron; A. R. Upp, Fowler; W. T. Voils, Wellington; J. H. Voss, Downs;

C. F. Wagner, Manning; L. J. Wagner, Sylvia; E. G. Warkentin, Lehigh; G. E. Webb, Ingalls; L. C. Webb, Ingalls; R. C. Webb, Windom; J. A. Werner, Alden; Orville White, Cheney; H. C. Whiteside, Waterville; J. E. Whitman, Pratt; Henry Wilhelm, Millard; Geo. J. Wise, Duquoin; Ira R. Yingling, Kendall; Jack Youk, Durham;

Colorado was represented by J. M. Infield, Eads; J. D. Infield, Lamar; F. B. Moomaw, Walsh.

From Nebraska came F. W. Dick, Hastings; G. A. Kailey, Red Cloud; J. W. Hutchinson, and T. B. King, Central City.

## Getting Good Grades on Shipments

By W. B. COMBS, grain supervisor, before the Western Grain Dealers Assn.

The first important step at the country station is loading the car. The car should be loaded evenly, the grain well mixed and level, and 24 inches of space between the top of the grain and the roof allowed for sampling. Numerous investigations have shown that when grain is loaded into a car by the ordinary spout gravity method, throwing it into the ends of the car, there is a sufficient separation of the grain as to test weight and between the grain and foreign material to make a decided difference between a sample drawn as it should be thruout the car, and one drawn nearer the door, which is frequently the case when the car is not trimmed. A properly drawn sample from a trimmed car will represent the grain very accurately. A sample drawn too near the door will frequently show light test weight and too much foreign material. It has been demonstrated many times that proper trimming is very much in the interest of the shipper in that it makes it possible for the inspector to apply the grade to which the grain is entitled. The responsibility for trimming country shipments clearly rests with the shipper.

**Adulterating Load.**—In some cases sampling discloses that distinctly low grade grain has been loaded with apparent intent to conceal it. In these cases the grade of the entire car is based on the poorest quality grain in the car. Recently it has come to the attention of the trade that oat hulls, the offal of the oat hulling machines have been used to adulterate sound oats. This, as you know, is a violation of the Federal Food and Drugs Act. Cars plugged with the oat hulls are graded on the inferior portion.

The publication "Grain Grading Equipment for the Country Elevator" describes the equipment necessary for making grading and also the care of apparatus. This publication may be had on request.

The most important single factor in Iowa territory is moisture. This factor grades most of the corn which falls below the contract grades of 1, 2, 3 and also accounts for about a third of the wheat which grades below No. 2. While moisture is one of the prime essentials for growing the crop, dryness is the prime essential for safe transportation and storage of the crop after it is produced.

The distribution of corn from Nebraska and Iowa is country wide. We find it moving in considerable volume to the Pacific Coast, to the Atlantic Seaboard, to the gulf and to a large number of interior markets. It moves out on official inspection from the many inspection points in Iowa and Nebraska and is shipped half way across the country to distant buyers, and the transaction is settled on the official grades applied at shipping point. Our records show that a good quality of grain is delivered which grades satisfactorily at destination points, thus distant buyers show their confidence in interior inspection service by continuing to purchase the grain from interior territory. This confidence of the buyer in shipping point inspection is not only one of the

strongest assets in merchandising the crop but it also reflects the integrity on the men who are directing the inspection service at the various points.

We recognize the aid that your Ass'n renders to the Department in helping to solve the inspection problems which arise in connection with your own merchandising. The grading of grain calls for the exercise of judgment and as long as this factor exists there will arise differences of opinion from time to time. The Department has made the procedure for calling appeals and Board appeals a very easy one. This procedure is not at all expensive and there is no reason why anyone should be injured, by the incorrect grading of the grain that he buys or sells. The facilities for quick and economical settlement are available to all. You can be of great service to the grain trade as a whole by encouraging the use of the inspection facilities that have been established throughout your territory at important grain centers.

## Growing More Flax

In its bulletin on "Planting Intentions" on Mar. 1, 1930, the U. S. D. A., reports an indicated increase in flax acreage of 27.2 per cent. Some of this will be at the expense of spring wheat, but a lot of it will be through the use of new land.

The Archer-Daniels-Midland Co., says that with good weather, a crop of 30,000,000 may be expected from the predicted acreage —3,900,000. Of course it is too early to tell anything definitely about the acreage and too soon to more than guess at what the total production of seed will be, for within the past half dozen years the yield has ranged from 5.6 to 9.1 bus. per acre.

With a yield of but 5.6 bus. per acre, the 1930 production would be lower than in 3 of the past 7 years and with a yield of 9.1, production would be over thirteen and a half million bus. larger than the 7 year average, but only about 4 million more than the record breaking crop of 1924.

As our imports average around 20,000,000 bus. per year, and our exports are negligible, it will thus be seen that even with every acre now in contemplation, sown to flax, and a per acre yield equal to the former record, there would still be a domestic demand for every bushel produced, and with consumption on a par with recent years, imports of around 6 or 7 million bu. could be absorbed.

Of course, with so large a domestic production, and with foreign growers hunting for a market, prices might be much below the range in recent years. Furthermore, as practically all of the flax is raised in Minnesota and the two Dakotas, mills at the seaboard, where much of the demand both for the oil and the meal exists, might find it more profitable to buy the imported seed, even in the face of the 65c duty as proposed by the Senate.

The efforts of the Farm Board to get farmers in the spring wheat area to cut their wheat acreage 10 per cent and substitute flax, oats, barley, rye, alfalfa and sweet clover, may result in a flax acreage in excess of the 3,900,000 now predicted, but as the domestic demand is for more than 41,000,000 bus., 5,000,000 acres could be planted and with only an average yield, no surplus produced.

In this particular instance, perhaps the Farm Board has hit upon a plan that will be temporarily helpful. That, however, remains to be seen, and it may easily be overdone.

The great trouble with this whole plan of acreage reduction is that, aside from flax and sugar, we regularly produce more than we consume, and must find a foreign market for the surplus.

# Grain and Feed Trade News

Reports of new firms, changes, deaths and failures; new elevators, feed mills, improvements, fires, casualties and accidents are welcome.

## ARKANSAS

Helena, Ark.—The former Bear State Milling Co. property here, recently acquired by the Southern Feed Mills, Inc. (reported in the last number of the Journal as recently organized by the Kell interests, Joe A. Kell being the pres.), will be operated more actively than heretofore and the capacity will be increased to 10 cars per day. Grain and flour will be handled on a large scale by the new company.

## CALIFORNIA

Los Angeles, Cal.—Stock stored in the warehouse of the J. B. Hill Grain Co. was slightly damaged by fire on May 6.

Puente, Cal.—The International Feed Mills Co. of Kansas City, has purchased 31 acres of land northwest of this point on which it is erecting a plant.

Los Angeles, Cal.—T. J. Douglass, 78 years of age, a grain dealer of this city for many years and one of the organizers of the McDonald Grain & Milling Co., died recently in Birmingham, Ala. He is survived by two sons and one daughter.

Los Angeles, Cal.—The plant of the National Milling Co., molasses feed manufacturers and large processors of alfalfa hay, burned on May 4; loss, about \$100,000, not including stock; partly insured. The fire had such a good start before discovered that it was impossible to check it.

Ontario, Cal.—Henry B. Hickey, Jr., of the Hickey Warehouse Co., has awarded the contract to the Campbell Const. Co. for laying a cement floor in the warehouse building, to cover 7,000 square feet and permit the storing of nearly 7,000 tons of barley. The warehouse is of concrete and corrugated iron.

## CANADA

Hawarden, Sask.—The Province Elvtr. at this point burned early this month, 28,000 bus. of grain being destroyed.

Saskatoon, Sask.—The Canadian Government contemplates the erection of 2,000,000 bus. additional storage space at this point.

Ft. William, Ont.—F. Roberts, who was with Louis Dreyfus & Co., Ltd., at Rio Santiago, Argentina, S. A., is now in this city at the Royal Edward Hotel.

Moose Jaw, Sask.—Additional grain storage elevator space will be constructed here by the Canadian Government, having a capacity of about 2,000,000 bus.

Rockyford, Alta.—The 60,000-bu. elevator here of the Alberta Wheat Pool Elvtrs., Ltd., that burned in March, has been rebuilt, Voss Bros. having the contract.

Cobden, Ont.—The Dwyer Grain Co.'s elevator here burned during May 4; loss, \$6,000; three carloads of grain, one of peas and two of barley were destroyed. Sparks from a locomotive are believed to have caused the fire.

Tofield, Alta.—The Hanna & Carver Grain Co.'s elevator here burned at 6 a. m. on May 6; estimated loss, \$12,000; the elevator contained about 4,000 bus. of grain. It was built only three years ago and had a capacity of 30,000 bus.

Ft. Churchill, Man.—Contract for the construction of the 2,500,000-bu. government elevator to be erected here has been awarded to the Carter Halls Aldinger Co., Ltd. T. A. Crerar, minister of railways and canals, announced on May 15 that work would start as soon as possible.

Delhi, Ont.—Quance Bros.' big flour mill here burned recently; loss, \$125,000; partly insured. The fire, which broke out at night, was discovered by the watchman and proved too much for the local fire department. It is reported that Richard and R. A. Quance, proprietors, will rebuild at once.

Lethbridge, Alta.—A new interior terminal elevator of not less than 2,000,000 bus capacity is to be built here by the Canadian Government. Heretofore the storage of so large a percentage of the grain crop on the eastern seaboard and at the head of the lakes has worked against the marketing of the crop in the Orient.

Prescott, Ont.—The Canadian Government's huge 5,500,000-bu. terminal elevator under construction here, the first foundation pile of which was driven in February, 1929, is expected to be completed by August, as originally planned. Two large lake boats, three canal boats and four cars can be unloaded at this elevator at one time. (For full details see May 10 and Nov. 25, 1929, Journal.)

Ottawa, Ont.—The agricultural com'ite of the House of Commons has completed the review of the new Grain Act, a number of amendments having been inserted. The bill will be given final aproval after it has been reprinted. Representations by the Montreal Corn Exchange are still to be heard. It is uncertain yet just when the act will come into force.

Winnipeg, Man.—Fred H. Bole, Winnipeg grain dealer, head of the Bole Grain Co. and of the Electric Elvtr. & Grain Co., is charged with making false statements involving advances of \$85,000 from the Bank of Montreal, three months after the company's suspension from membership in the Grain Exchange, as reported in the Feb. 26 Journal. The arrest followed a lengthy investigation by the deputy attorney general of Manitoba, and is a sequence, police officials are said to have stated, to the failure last winter of the Electric Elvtr. & Grain Co., with losses estimated in excess of \$1,000,000. He was released on bail of \$50,000.

## COLORADO

Denver, Colo.—The Colorado Grain Dealers Ass'n will meet in this city on June 14.

Denver, Colo.—Herbert M. Welch Grain Co. is reported to have closed its office here.

Bartlett, Colo.—Slight windstorm damage to the elevator plant of L. H. Pettit and S. L. Gamble, doing business as Farmers Elvtr. Co. was done on May 10.

Paoli, Colo.—The I. J. Taylor Grain Co. is building an addition to its office and making some repairs at its elevator, the W. H. Cramer Const. Co. doing the work.

Yuma, Colo.—Our firm has been in operation one year and we are finding a growing demand for commercial mixed feeds; however, we believe that by installing a good sized hammer mill we will be of more service to our customers and will increase our other lines of business also.—Four Square Feeders Supply & Hatchery, per Ray H. Fair.

## ILLINOIS

Amboy, Ill.—The Oscar Berga elevator recently installed a new oat huller.

Esmond, Ill.—We are installing motors in east and west elevators with overhead drives, also installing light in all the buildings. Lee Bietel has the contract.—Farmers Grain Co., H. L. Hanson, mgr.

Bunker Hill, Ill.—Charles F. Scheldt is the manager of the Bunker Hill Farmers Co-op. Co., succeeding J. C. Welch.

Elwood, Ill.—James Tyler has installed a new 10-ton scale, and made other office repairs.—J. W. Hatten, with E. J. Feehery & Co.

Macomb, Ill.—On May 21 the grain trade of this territory met at this city, in the Pace Hotel, where dinner was served at 7 p. m.

Jerseyville, Ill.—A grain hopper with a capacity of 100 bus. has recently been installed at the Stanard-Tilton Milling Co.'s elevator.

Sterling, Ill.—The first forms in the erection of the Sterling-Rock Falls Co-op. Marketing Ass'n's 30,000-bu. elevator were filled with concrete before May 15.

Chatsworth, Ill.—The regular meeting of the grain trade of the Chatsworth territory was due to be held on May 27 at the Chatsworth Hotel, this place, at 7 p. m.

Ritchie, Ill.—Norman Butterfield, operator of an elevator here, has been confined to his bed for the past six weeks by a severe attack of rheumatism.—J. W. Hatten.

Buckingham, Ill.—The Quaker Oats Co. is having new coal sheds erected and is also making improvements at its elevator here, the T. E. Ibberson Co. doing the work.

Galva, Ill.—Repairs are being made at the Quaker Oats elevator here, some new equipment being added, and the house covered with iron, the T. E. Ibberson Co. having the contract.

Van Orin, Ill.—Lamar Brewbaker has secured position as manager of the Van Orin Farmers Elvtr. & Supply Co.'s elevator, effective June 1, succeeding W. E. Kitzmiller.—J. W. Hatten.

Allen (San Jose p. o.), Ill.—Regarding the elevator of John Wiemer that burned (Apr. 29), it will not be rebuilt. As Mr. Wiemer passed away on Mar. 19, I do not want to build it again.—Mrs. John Wiemer.

Warrensburg, Ill.—Henry LeGrand, of Decatur, purchaser of the Beall Grain Co., has conveyed the elevator and 11 lots to the newly formed Warrensburg Grain Co., composed of E. W. Jokisch, Mr. LeGrand and Earl Williams.

Clinton, Ill.—Grain dealers of this vicinity were scheduled to meet in the Magill House here, dinner to be served at 7 o'clock, on May 27, to get better acquainted with each other and to discuss matters of interest to the grain trade.

Highland, Ill.—The Highland Milling Co., which operates an 80,000-bu. elevator at its plant here and also has an elevator at Troy, Ill., is being liquidated, it is reported. The local mill, which has a capacity of 500 barrels, has been in operation for over 93 years.

Virden, Ill.—The two elevator companies here, the Clemons Grain & Feed Co. and the Virden Grain Co., have consolidated. J. G. Clemons has been elected manager of the new company, which will be known as the Virden Grain Co. For the present both elevators will be conducted as heretofore.

Delavan, Ill.—William Joseph Culbertson, one of this town's most respected citizens for a long time, died at his home here, on May 19, after several weeks' illness, at the age of 75 years. In the '90's he operated several elevators together with Eugene Orndorf, whose interest he later bot. He was manager of the firm of Wayne & Culbertson at the time of his death. He is survived by his widow and two sons, one of whom is W. E. Culbertson, sec'y of the Illinois Grain Dealers Ass'n.

# The GRAIN DEALERS JOURNAL

LeRoy, Ill.—While painting the roof of the W. H. Wrigley & Co.'s elevator here, George Harvey, a youth of 18, slipped, the safety rope became entangled about his neck and he was caught in mid-air eight feet below the roof. He called for help and directed his own rescue, but when he was lowered to the ground he was dead, his neck having been broken.

Donnellson, Ill.—The name of the former Donnellson Farmers Equity, which was recently bought by John M. Hampton, manager for the past 10 years, (as reported in the Mar. 12 Journal) has been changed to the Donnellson Elvtr. The old corporation has been dissolved. Mr. Hampton owns two well-improved farms nearby, comprising 580 acres, which, together with his years of experience in the grain and feed business, makes him well qualified to appreciate the needs and condition of the farmers and the general public.

## CHICAGO NOTES

New members of the Board of Trade include the following: David H. Quinn, B. W. Davis.

Frank J. Saibert has withdrawn as a partner of James E. Bennett & Co., as of April 30.

Board of Trade memberships are selling at \$20,000, an advance of \$4,000 during the past few weeks.

Offices of the Bertley Co., millfeed handlers, have been moved to 343 from 544 Utilities Bldg., this city.

William G. Husband, sec'y of the Edward R. Bacon Grain Co., celebrated 50 years in the grain business on May 15. He was presented with a huge bouquet of American Beauty roses by his friends in the cash crowd.—John E. Brennan.

Board of Trade members voted, on May 19, in favor of changing the minimum delivery of odd lots of oats from 1,000 to 2,000 bus., and also in favor of requiring monthly payment of grain storage charges instead of at the time of withdrawal.

George Fritze, once a member of the Board of Trade, died, at the age of 92 years, on May 10, at his home in St. Joseph, Mich., where he has lived for the last 32 years. Years ago Mr. Fritze founded the grain brokerage firm of Leet & Fritze, no longer in existence.

The new Board of Trade Bldg. is now entirely occupied. J. S. Bache & Co. have taken a quarter of the third floor, containing 9,000 square feet, and Faroll Bros. have taken 6,000 square feet on the same floor. The entire Jackson Blvd. frontage on the second banking floor is shared by Lee, Higginson & Co. and A. B. Leach & Co.

Mrs. Siebel C. Harris, whose husband is vice-pres. of Cross, Roy & Harris, Inc., and a member of the Board of Trade, died very unexpectedly in Duluth, Minn., on May 12, after traveling part way there by airplane with her husband the day before to visit his mother, who had just suffered a paralytic stroke. The remains were sent to Evanston, the Harris' home, for burial.

Members and officers of the Board of Trade on May 14 honored James J. Sheeren, 80 years of age, oldest employee of the board, who has been a guard there since 1882, by commemorating the 50th anniversary of his wedding with a gift check. His wife is 78 years old. They had three sons in the grain trade, one of whom, John M. Sheeren, a member of the Board of Trade, died in March.

The Minnesota Elvtr., a cleaning house on the north branch of the Chicago River, operated by the Rosenbaum Grain Corporation, burned May 14 with about 400,000 bus. of grain. The fire started a 5:30 p. m. Loss on building and machinery, about \$450,000; on grain, about \$280,000. The burned elevator was one of a group on Goose Island, formerly operated by the Armour Grain Co. It was of cribbed construction, with brick veneer and burned freely. The St. Paul Elvtr., near by, was saved. The Archer-Daniels-Midland Co. suffered heavy loss by water thrown by fire hose seeping into its linseed oil storage tanks. No decision has been made as to rebuilding.

The hearing of the charges against W. B. Massey, John and Philip J. Reddy of attempted manipulation of the market was resumed May 22 before the Grain Futures Administration.

William Simons, well known member of the Chicago Board of Trade, was found dead in the road three miles north of his country home at Kentland, Ind., early on the morning of May 20. It was his practice to spend the week ends at Kentland, and he was due to take a 4 a. m. train for Chicago. At 3:45 a. m., the body was found by a passing motorist. Three bullet wounds were found, and in the road was a revolver with four shells discharged. Two cartridges of the same caliber were found in his pocket, but a sum of money he carried was missing. The coroner's finding held that Mr. Simons killed himself while temporarily deranged. Contributing causes cited by the coroner were that Simons had never entirely recovered from injuries to his head incurred in an automobile accident, five years ago. Mr. Simons was a native of Newton County, Ind., and was engaged in the grain business with McCray, Morrison & Co. until 1910, when he joined Arthur Sawers at Chicago in the Sawers Grain Co., of which he was president from 1912 until its failure in 1923. He has since been engaged in the grain brokerage business. He is survived by the widow and nine children.

Peru, Ind.—Aukerman Bros. & Catey Co. of this city, which has been operating elevators at Amboy and at North Grove, this county, has sold both properties to the Federal Farm Board. Claude Aukerman and Tracy Hann, who have been in charge of the elevators, will be retained temporarily.

## IOWA

Gowrie, Ia.—E. J. Bruntlett has just installed a 75-h.p. hammer mill in his elevator here.

Klemme, Ia.—Repairs will be made on the North Iowa Grain Co.'s elevator at this place.

Chelsea, Ia.—We contemplate installing a feed grinder, the this is indefinite at this time.—S. A. Brush.

Luzerne, Ia.—Roy Creely has succeeded Russell Weise at the Luzerne Merc. Co.'s elevator and lumber yard.

Bradford, Ia.—Roy Allison has resigned his position at the elevator and is selling oil for the Farmers Elvtr. Co.

Rudd, Ia.—The North Iowa Grain Co.'s elevator is undergoing repairs, which are being made by the T. E. Ibberson Co.

Olds, Ia.—The Farmers Elvtr. Co. is building an addition to its elevator here and will install some new machinery. G. R. DeYarman is the manager.

Colo, Ia.—The local elevator of the North Iowa Grain Co. is being repaired and a new Keweenaw Lake Type Dump and other equipment is being installed. The T. E. Ibberson Co. is doing the work.

Sloan, Ia.—Stewart Stoulp, who has been employed as manager at B. M. Stoddard & Son's elevators here for several years, stepped into a hole in the floor at the north elevator and had his foot badly crushed.

Waverly, Ia.—The Farmers Exchange has purchased the elevator and office of the Colburn & Hicks plant. A number of repairs and changes are contemplated, and another building for storage purposes may be erected.

Polk City, Ia.—Polk City Grain Co., incorporated; capital stock, \$25,000, divided into 250 shares of \$100 par value each; incorporators: E. J. Harmon, G. E. Williams and W. J. Miller; to construct, lease and operate elevators, etc.

Council Bluffs, Ia.—Nothing definite has been decided as yet regarding the building of an addition to our Council Bluffs elevator, which is owned by the C. & N. W. R. R.—Updike Grain Corp., Inc., by G. F. Dristy (headquarters Omaha, Neb.).

Traer, Ia.—The Farmers Elvtr. Co. on May 1 purchased the L. W. Hess elevator here and now own and operate the only three elevators in Traer. Will use the Hess elevator mostly for storing grain.—Farmers Elvtr. Co., Mrs. Nellie Ashbaugh, mgr.

Lincoln, Ia.—Jack Gebers, who has been agent for the Great Western Railway here for the past 10 years, is now managing the Farmers Elvtr. Co.'s elevator and lumber yards at this point, succeeding A. M. Gloe, who has had charge of the plant ever since it started years ago.

Spencer, Ia.—The Farmers Elvtr. Co. of Spencer, Ia., has just finished one more year's business with a good profit. Can pay a dividend. The company has no borrowed money. R. T. Pullen has been pres. for 16 years, and Manager S. D. Fleming has been on the job for 12 years and going good.—Farmers Elvtr. Co.

Malcolm, Ia.—The Farmers Elvtr. Co. has awarded the contract to the T. E. Ibberson Co. for repairing both of its elevators at this place. A complete new leg will be installed in one of them, using a Winter Head Drive and a Winter Dump. An automatic scale will be installed and the plants will be fitted so as to use motor power. G. E. Motors are being used. This company in January completed a new office building of fireproof construction at a cost of about \$5,000. In addition to operating the two elevators it has a large lumber yard and handles many side lines. A. H. Booknau is the local manager.

## INDIANA

Carlos, Ind.—The Farmers Grain Co. has filed re-organization papers under the name of the Farmers Grain Co., Inc.

Milroy, Ind.—Mail addressed to the Milroy Milling Co. is returned marked "Out of business." The company's plant burned last August.

Carlisle, Ind.—J. Frank Alumbaugh, 72 years old, for many years engaged in the grain business here, is dead after a short illness. He is survived by the widow and one son.—W. B. C.

Indianapolis, Ind.—Questions vitally affecting the business of the grain dealer will be brought up at the midsummer meeting of the Indiana Grain Dealers Ass'n here June 18. A good program is promised.

Sharpsville, Ind.—I have leased the Sharpsville elevator—the only one here. It will be operated under the name Alonzo J. Smith, will handle grain, feed, coal and do custom grinding.—Alonzo J. Smith.

Acton, Ind.—O. L. Means, 71 years of age, operator of the elevator here and formerly operating houses at several other Indiana towns, died during the first week of May. His widow survives him.

Poseyville, Ind.—Wayne Price, business manager for Igleheart Bros., Inc., at the firm's elevator here, has resigned his position to become a feed salesman for the Ralston-Purina Co., St. Louis.

Middletown, Ind.—I have bot of my father, J. M. Walker, his half-interest in the business here, formerly J. M. Walker & Son, taking possession May 12. Trade name will be Middletown Grain Co.—Earl R. Walker.

Bloomfield, Ind.—The Waxler Feed Mills burned recently; loss \$13,000 to poultry and dairy feeds, and \$15,000 to building which was not owned by the feed mill operators. The contents of the mill were partly covered by insurance.

Max (Lebanon p. o.), Ind.—Vesper Edrington, owner of an elevator at this point, was burned severely about the face and arms when the roof of a burning dwelling collapsed, as he and other men were helping to carry out the contents from a neighbor's burning house.

Milroy, Ind.—Frank Jackman, local feed and grain man, will soon begin the erection of a grain loading station just west of the building that houses his grain and feed business. The new plant, which will have a capacity of 2,000 bus., will be of wood construction and the bins will be covered with iron sheathing. It will be equipped with up-to-date facilities for handling grain. Modern dumps will be installed and will have a capacity of 1,600 bus. per hour.

Dana, Ia.—Jay Thorpe, manager of the C. C. Buck elevator that burned May 7, is reported short in his accounts with the elevator company. He was released on bond. A confession is alleged to have been obtained from Thorpe to the effect that he was short about 6,000 bus. of oats which had been sold and the money lost playing the board of trade.

Boone, Ia.—I have a new office here at Boone; I am in the coal business and as a side line am in the grain brokerage merchandise business, but I do not have an elevator.—Roy Bennett, Boone Grain Co. Mr. Bennett was formerly manager of the Farmers Elvtr. & L. S. Co. at Boone, resigning Mar. 1 to enter business for himself, as reported in the Feb. 26 Journal.

Grundy Center, Ia.—Clyde Smith has let the contract for a new grain elevator, to be erected on the site of the one that burned last February, to the Younglove Const. Co., to be completed on or before July 1. The new building will be 41x52 feet and 58 feet above the foundation. The outside and roof will be covered with 1 1/4-inch galvanized corrugated steel. The storage bins will have a capacity of about 20,000 bus. A 15-ton scale will be installed.

Thornton, Ia.—Theodore P. Long, former manager of the Farmers Co-op Elvtr. Co.'s elevator here, has filed a \$25,000 slander action against C. M. Schumacher, a Thornton farmer, alleging that by means of statements made by the defendant at a meeting of the co-op. company, he was deprived of his position as manager and his standing in the community impaired. The allegation is made that the defendant charged him with stealing 140 pounds of oats and with shortweighing him. The plaintiff contends that these statements were untrue and were known by the defendant to be false when he made them.

## KANSAS

Edmond, Kan.—F. W. Nelson has equipped his elevator with lightning protection.

Long Island, Kan.—Ellis Lester has provided lightning protection for his elevator here.

Independence, Kan.—The B. C. Christopher Grain Co. has closed its office at this place.

Belleville, Kan.—The Belleville Mill & Elvtr. Co. is installing a vertical batch mixer.

Lakefield, Kan.—The Farmers Elvtr. Co.'s house was slightly damaged by windstorm May 5.

Peck, Kan.—The Hunter Milling Co. on May 10, suffered considerable windstorm damage.

Harper, Kan.—Lightning slightly damaged the mill plant of the Imperial Flour Mills Co. on May 10.

Montezuma, Kan.—Work on the Kansas Milling Co.'s new 200,000-bu. elevator is progressing rapidly.

Kinsley, Kan.—R. L. Miller is changing from open-type to Fairbanks-Morse Totally Enclosed Motors.

Wichita, Kan.—On May 12 the elevator plant of the Public Terminal Elvtr. Co. was damaged by fire.

Gaylord, Kan.—C. A. Kalbfleisch's elevator at this point was recently protected against lightning.

Winifred, Kan.—Slight windstorm damage was done to the elevator plant of I. B. Walker on May 9.

Wichita, Kan.—The Southwest Grain Co. is opening a branch office here, with Joe Brada as manager.

Mulvane, Kan.—The Mulvane Co-op. Union Co. recently installed a two-ton feed mixer at its elevator.

Minneola, Kan.—The Security Elvtr. Co. overhauled its elevators and installed a Kewanee Truck Dump.

Whiteside, Kan.—L. R. French is the new manager of the Whiteside Equity Exchange, coming from Pawnee Rock, Kan.

Newton, Kan.—Fire of electrical origin slightly damaged the elevator of the Consolidated Flour Mills Co. on May 3.

Frantz (Lorraine p. o.), Kan.—The W. C. Groth elevator that was wrecked by wind-storm on May 6 will not be rebuilt.

Selkirk, Kan.—Collingwood Bros. have started the erection of a new elevator here, to be ready for the new wheat crop.

Gerlane, Kan.—The Farmers Co-op. Grain Co. has appointed Clarence Martin, of Wichita, manager of its elevator here.

Garden City, Kan.—The Farmers Elvtr. Co. is adding 20,000 bus. to its storage capacity.—M. L. Redd, Lawless Grain Co.

Almena, Kan.—Lightning protection was recently added to the equipment of the Farmers Co-op. Union's elevator at this point.

Troy, Kan.—Fire, probably originating in the engine room of D. F. Whittaker, did considerable damage to the elevator on May 16.

Pendennis, Kan.—A new 30,000-bu. studded and iron-clad elevator with a 3,000-bu. leg is under construction here for C. E. Robinson Elvtr. Co.

Smith Center, Kan.—Additional 10,000-bus. storage is being erected here by the Derby Grain Co., the Federal Engineering Co. having the contract.

Fellsburg, Kan.—J. M. Shannon has been appointed manager of the local elevator of the Midwest Grain Co. of Hutchinson, succeeding O. P. Smith.

Lindsborg, Kan.—We have just completed installation of a 30-h.p. Fairbanks-Morse Motor to operate our hammer mill. A roller bearing boot has also been put in.—David Train, mgr. The Farmers Union Elvtr. Co.

Wichita, Kan.—E. H. Batt is now assistant to A. W. Gill, manager of Goffe-Carkener & Co.'s branch here, the change taking place May 19. Mr. Batt will take charge of the cash end of the business.

Harlan, Kan.—Both Elvtrs. "A" and "B", owned by C. A. Kalbfleisch, have recently been provided with lightning protection.

Talmage, Kan.—The elevator of the Abilene Flour Mills Co. sustained slight windstorm damage on May 6, also the Farmers Elvtr. Co.'s elevator.

Belleville, Kan.—We have rebuilt our elevator cupola, making it larger, and have installed a Western Gyrating Cleaner.—Paul Fulcomer, E. A. Fulcomer & Son.

Wilson, Kan.—The Farmers Elvtr. Co.'s elevator, that went into the receiver's hands last winter, was reported to have been bot, on May 19, by a local farmer for \$7,000.

Dodge City, Kan.—The Dodge City Co-op. Exchange is putting in a new oil station and changing its location. It will install new equipment and also build a warehouse.

Ulysses, Kan.—The Farmers Grain & Supply Co. is building a 20,000-bu. elevator here, the Star Engineering Co. having the contract. Fairbanks-Morse Motors are being installed.

Springvale (Croft p. o.), Kan.—The Kansas Mill & Elvtr. Co. has installed an 80-foot chain drive in its elevator here. J. B. Geis is grain manager.—Gordon Faulkner, station mgr., Croft, Kan.

Garden City, Kan.—The Everly Grain Co. has let the contract for the construction of its second elevator at this point, to be of 30,000-bus. capacity, frame, iron-clad, of balloon construction, to the Southwest Const. Co.

Arkansas City, Kan.—The New Era Flour Milling Co. will have added fire protection in a big pumper truck, tested recently, that can throw a stream of water over the top of the company's elevator, which is 85 feet high.

Spearville, Kan.—Improvements at C. C. Jennings' elevator will give that house an additional 10,000-bu. capacity. New elevating equipment that will give the plant a capacity of 2,000 bus. per hour will be installed.

Bern, Kan.—The Derby Grain Co. is equipping its plant with G. E. Motors thru-out, installing a 40-h.p. Jay Bee U X Mill, also adding several feed bins and a Puritan Feed Mixer. The Federal Engineering Co. is doing the work.

Hutchinson, Kan.—Price Feuquay has resigned as manager of the grain department for the Hunter Milling Co. at Wellington, Kan., and is now in charge of Wolcott & Lincoln's office here. The change took place May 15. Bill McCauley, whom Mr. Feuquay succeeded, is undecided as to future connections.

## HAROLD-WALLIS GRAIN CO.

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Wichita, Kansas

J. R. HAROLD W. W. WALLIS

Consignments and General Grain Dealers

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Grain Merchants—Consignments

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## KENTUCKY

Paris, Ky.—Regarding the fire, on Apr. 28, at the warehouse belonging to Brent & Co., Inc., the loss was small, amounting to \$2,000, covered by insurance. No new building to be done.

Owensboro, Ky.—The Owensboro Milling Co.'s plant burned early on the morning of May 9; loss, \$100,000; insurance \$63,000. The company immediately made arrangements for the manufacture of its products by five mills and expected in about a week's time to be serving its trade with its full line of feed and flour. The company also did a carlot grain shipping business. W. J. Simpson is general manager.

## LOUISIANA

New Orleans, La.—With reference to certain improvements being made at our mill and elevator (reported recently in the press), we did make some improvements at the mill which were completed last fall, and at present we do not contemplate any further work. However, we own some land located on the same street but a distance away from our plant on which we are constructing an oil station, and the fact that our name appeared as owner might have given rise to the report that we are contemplating improvements at our mill.—Milam Grain & Milling Co., Inc., by A. C. Ruiz.

## MARYLAND

Baltimore, Md.—George T. Gambrill died at his home in this city on May 2. He was formerly engaged in the grain business at this port and was a member of the Chamber of Commerce for years.

Baltimore, Md.—What is said to be the largest floating elevator ever to enter this port, known as the Keystone, has been delivered to the Cottman Co., and will be used to remove grain from barges, pumping it into steamers receiving part cargoes. The elevator is equipped with an 85-foot elevating tower, the machinery being in the hull.

## MICHIGAN

Moline, Mich.—The Moline Co-op. Milling Co. received slight damage by wind May 2.

Grand Rapids, Mich.—The Henderson Milling Co. suffered slight windstorm damages on May 2.

Byron Center, Mich.—Slight windstorm damage was done to the plant of the Byron Center Co-op. Assn. on May 2.

Elmdale, Mich.—The elevator of the Elmdale Elvtr. Co. sustained slight damage on May 2 by wind.

Fowler, Mich.—Slight windstorm damages to the plant of the Farmers Co-op. Elvtr. Co. were sustained on May 2.

Remus, Mich.—On May 2 the warehouse of the Saginaw Milling Co. sustained windstorm damage of considerable proportion.

Lapeer, Mich.—E. A. Gifford, of the Gifford Lbr. Co., of Royal Oak, has bot the old Haddrill bean elevator here from E. L. Padison.

Augusta, Mich.—Knappen & Co., owners of the elevator at Richland, Mich., are the new owners of the Augusta Flour Mills here, of 100 barrels capacity, which will be operated under the old name of the Augusta Milling Co.

Kalamazoo, Mich.—The Mid-Western Wheat Co., controlled and operated by Dr. H. Bondhouse and Dr. W. D. Smith, and which was incorporated about four months ago, is introducing a new wheat product, a candy known as "wheat tasties." It is a food discovered by the doctors in their search for a perfect food for their patients.

## MINNESOTA

Buffalo, Minn.—E. A. Caye, of Detroit Lakes, has been appointed manager of the Osborne-McMillan Co.'s elevator at this point.

Bigelow, Minn.—J. J. Kramer will not rebuild his elevator that burned early in May. The loss was estimated at \$10,000, partly insured.

Mankato, Minn.—New equipment has been added to C. A. Nachbar's feed mill and elevator here and repairs made recently by the T. E. Ibberson Co.

Halstad, Minn.—The Monarch Elvtr. Co. is installing an up-to-date feed grinding mill at its local elevator, at the reported cost of approximately \$7,000.

Fairmont, Minn.—The Farmers Elvtr., of which Musser Bros. are the proprietors, has built an addition to its feed mill. Clarence Underhill is in charge of this department.

Lorne, Minn.—The cupola of the New London Milling Co.'s elevator has been re-sided and resingled and other repairs made. August Bottcher is the company's agent here.

Ellendale, Minn.—The shareholders of the Farmers Milling & Elvtr. Co. will hold a special meeting on May 31, it is reported, to decide whether or not the corporation shall be dissolved.

Duluth, Minn.—Offices have been opened in this city by the Grain Stabilization Corp. in the Board of Trade Bldg., with C. C. Cook, Duluth representative of the Pillsbury Flour Mills Co., temporarily in charge.

Strandquist, Minn.—H. C. Johnson, manager of the Farmers Elvtr. Co.'s elevator here for several years, who resigned recently, has purchased an oil station, together with Geo. Strandberg, at Hammer, S. D.

Dudley (Marshall p. o.), Minn.—The Dudley Farmers Elvtr. Co.'s two elevators at this place will be equipped with motors, new head drive equipment installed, also new dump and scale equipment. The T. E. Ibberson Co. will do the work.

Mapleton, Minn.—My elevator and feed mill burned on the morning of May 16; total loss; cause unknown. I will rebuild the feed mill at once.—J. S. Emerson. [Another report states that the loss was estimated at \$20,000 and that 30,000 bus. of grain burned.]

## MINNEAPOLIS LETTER

A voluntary petition in bankruptcy has been filed by the Union Hay Co., of this city, with liabilities listed at \$22,700 and assets at approximately \$3,000.

Application for membership in the Chamber of Commerce has been made by George S. Milnor, vice-pres. and general manager of the Farmers National Grain Corp.

A. E. Neass, who was formerly manager of the local office of A. A. Nixon & Co., Omaha feed jobbers, which was closed recently, is now in the feed jobbing business for himself. His offices are in the Flour Exchange Bldg. and he operates under the name of the Neass Sales Corp.

Clarence Mathewson, who has been associated with the Van Dusen Harrington Co., of this city for 20 years, having charge of the wheat merchandising department in recent years, has resigned to become vice-pres. and general manager of the Continental Grain Co., taking over his new position May 18.

Our new firm, the Mullin & Dillon Co., offices located on the 9th floor of the Flour Exchange Bldg., this city, which is our principal place of business, is equipped to conduct a general grain business, receiving, shipping and storing of all cash grain. We are members of the Minneapolis Chamber of Commerce and the Grain & Feed Dealers National Ass'n. The writer has had a great deal of experience in merchandising grain in the northwest territory, having managed branch offices at Aberdeen and Chamberlain, S. D., also Cedar Rapids and Mason City, Ia., but for the past five years has been located at Minneapolis. Mr. Dillon has been active in the grain business in Minneapolis for the past 18 years and has been on the exchange floor handling cash grains of all kinds and has made a specialty of handling consignments. We were associated for many years with one of the older Minneapolis grain firms.—W. E. Mullin, Mullin & Dillon Co.

Bellaire, Kan.—We purchased the west elevator of the Wright-Leet Grain Co., of Lincoln, here at Bellaire last December. Have made some repairs and will install a truck dump before harvest.—Dillon-Conn Grain Co., W. E. Conn.

Ewell (Conway Springs p. o.), Kan.—The elevator of C. C. Smith at this point was wrecked by a tornado on May 2. The nearby house and farm buildings in which Mark Lewis, manager of the elevator, lived, were also wrecked. No one was hurt.

Pollard, Kan.—A new foundation is being put under the local elevator of the N. Sauer Milling Co., of Coffeyville, Kan., the machinery is being reset, and the iron is being renailed on the house. The work is being done by the Federal Engineering Co.

Milepost 29 (Ulysses p. o.), Kan.—J. A. Carter's elevator has been completed. It is a 30,000-bu., cribbed, iron-clad, metal roof house. Fairbanks-Morse Motors are installed thruout. Equipment includes a Clow-Winter Direct Connected Head Drive and a Kewanee Truck Dump.

Salina, Kan.—Repair work, including installation of fast-handling elevating legs, will soon be under way at our elevators at Paradise, Codell, Palco, Morland, Barnard, Ogallala and Voda (Collyer p. o.). New motors will be installed at Paradise, Morland and Voda.—C. E. Robinson Elvtr. Co.

Offerle, Kan.—The Offerle Grain Co. has bot a new rubber covered cup belt, White Star Special "V" cups, S. K. F. Ball Bearings, 5-h.p. Fairbanks-Morse Motor, No. 90 Curtis Compressor, White Star Ball Bearing all steel Manlift and Boss Air Blast Car-loader. This material was bot from the White Star Co.

Hutchinson, Kan.—The following have been nominated for office on the Board of Trade, election to be held June 3: For pres., George Gano and Floyd J. Hippel; vice-pres., C. W. Stiles and R. W. Vance; board of directors, C. C. Kelly, B. F. Young, E. E. Shircliff, E. J. Whalen, D. B. Frazee, P. M. Clarke, R. B. Owen, R. L. Dunmire, G. D. Estes, J. W. Fleming, C. W. Colby, A. P. Haury, W. T. MacAulay and C. D. Jennings.

Larned, Kan.—Dillard Easterwood, of Oklahoma, has purchased the Keystone Milling Co. plant, of this place, from H. L. Gabel and associates, who took in exchange a 23,040-acre ranch, principally wheat, in Texas County, Okla., and two sections of land in Morton County, Kan. A producing gas well is on the Oklahoma property and the Kansas property is under lease for gas. E. L. Gabel will manage the properties. The mill property will not be transferred until Aug. 1, at which time Mr. Easterwood will become active manager, and will continue the business under the present name.

Alamota, Kan.—The 50,000-bu. elevator here for the Farmers Co-op. Elvtr. Co. has just been finished by the Star Engineering Co. The house is of cribbed construction, completely covered with metal, and grounded for lightning protection; it will take the lowest insurance rate. The pit is 22 feet deep, with exceptionally large dump sinks. It is 52 feet to the top of the bins, and the cupola is 20 feet high above this. It is powered with a 20-h. p. type "Z" engine, equipped with a Kewanee Lift, Grain Grates and Steel Hoppers and 10-bu. Richardson Automatic Scale, the equipment being furnished by Fairbanks, Morse & Co. The leg has 3,000 bus. capacity, and all bearings thruout are the anti-friction type.

Salina, Kan.—The partnership known as Robinson-Wyatt Grain Co. will be dissolved June 1, and the 16 elevators of the company will be divided between the principals. C. E. Robinson will add the elevators at Stratton, and Bethune, Colo., and the houses at Quinter, Buda, Bunker Hill, Glendale, Ash Grove, and Milo, to his line under the name of C. E. Robinson Elvtr. Co. E. C. Wyatt will take over the houses at Hill City, Bogue, Hunter, Denmark, West Fall, Campus, Halford, and Midway. He will continue operation of these and of the local brokerage office under the name of E. C. Wyatt Grain Co. Mr. Wyatt plans installation of new motors in the houses at Hill City, Hunter, and possibly Campus, and is having 10-ton truck scales installed at Bogue and Denmark.

The capital stock of the grain firm of the W. C. Mitchell Co., of this city and Duluth, has been acquired by the Co-op. Farmers Northwest Grain Ass'n, which will, in addition, lease from 5,000,000 to 6,000,000 bus. of terminal elevator capacity in the two cities.

Members of the Chamber of Commerce will vote on an amendment to the rules of the exchange by mail, balloting to close at noon, June 5, as to whether terminal elevator facilities at Superior may be added to elevator space from which deliveries of grain may be made on the Minneapolis futures market.

Announcement has been made by the McCaul-Dinsmore Co., one of the oldest grain firms in this city, that on July 1 it will suspend active operation, retaining membership in the Minneapolis, Duluth and Sioux City grain exchanges, however. Membership in the Chicago Board of Trade has been disposed of. The reasons given for the suspension of operation were the ill health of the pres. of the company, J. L. McCaul, and the uncertainty of the Federal Farm Board action. The financial condition of the company is A-1.

## MISSOURI

Lathrop, Mo.—Oral M. Robison started work early this month on a 7,000-bu. elevator directly back of his present feed warehouse, on the east side of the Burlington tracks. The house will be 20 x 24, 40 feet high. E. A. Eggleston is the constructing engineer.

St. Joseph, Mo.—Construction work on the 1,000,000-bu. addition to the Buchanan Elvtr., operated by the Stratton Grain Co., which was started in March, is progressing rapidly and is expected to be completed about July 15. The addition, which doubles the capacity of the elevator, consists of two sections, each of which has 18 tanks.

### KANSAS CITY LETTER

Wallace C. Bagley, of the Updike Grain Co., is retiring from the grain business and has sold his membership in the Board of Trade. His plans for the future are as yet indefinite.

Kansas City, Kan.—The Ismert-Hinckle Milling Co. contemplates the addition of concrete tanks, having a capacity of 500,000 bus., also a new warehouse. Natural gas was recently found on the company's property and is now being used for power.

Applicants for membership in the Board of Trade include Robert M. Scoular, on transfer from Jay H. Wooldridge, and Luke J. Byrne, on transfer from Howard Vanderslice, deceased. W. G. Kellogg's application has been withdrawn in favor of Geo. S. Milnor on transfer from Harry Dwyer.

The contract for the 250,000-bu. additional storage at the plant of the Boulevard Elvtr. Co., subsidiary of the Rodney Milling Co., has been let to the Industrial Eng. Co., which built the original 250,000-bu. tanks and headhouse for the company. At some future date another 500,000-bu. storage capacity will be added, giving the company a total of 1,000,000 bus. Work has started on the new addition, which is to be completed by July.

The Norris Grain Co. will continue to operate the Norris Elvtr. in Kansas City. We have surrendered the lease of the Murray Elvtr. Charles Lindensmith is no longer with us. Frank J. McDermott (former superintendent at the Murray Elvtr.) is our elevator superintendent at present.—Norris Grain Co., F. C. Hoose. [Another report states that the Norris Grain Co. contemplates the addition of 1,000,000 bus. storage capacity to its elevator, which now has a capacity of 1,800,000 bus.]

### ST. LOUIS LETTER

John O. Ballard, of the Ballard-Messmore Grain Co., of this city, recently retired from active interest in that company and has taken over the management of the local offices of Fenner & Beane, a New York grain, cotton and stock brokerage house. H. L. Boudreau and S. L. Fisher, who have been active in the company for years, will continue the Ballard-Messmore Grain Co. business.

Recent applicants for membership in the Merchants Exchange include Carl J. Currie, on transfer from T. F. Maher.

Regarding the addition to the Missouri-Pacific Elvtr., operated by ourselves, Edwin Ahlskog, contractor, started work on it (capacity approximately 2,000,000 bus., carrying our total capacity to 4,000,000 approximately) on Apr. 1 and contemplates finishing it about Aug. 1. We expect, therefore, to be in a position to handle a good deal of the 1930 crop wheat, and will have the biggest elevator capacity in St. Louis. This company is a subsidiary of the Continental Grain Co. of Chicago and New York, having branch offices all over the principal markets of Europe. We are also operating under the name of the Missouri Elvtr. & Grain Co. and thru this organization are doing wheat business with domestic mills.—Continental Export Co., J. Mayer.

## MONTANA

Hardin, Mont.—The Sheridan Flour Mills elevator at this point has been closed.

Twin Bridges, Mont.—The elevator and stock of the Farmers Elvtr. Co. and State Elvtr. Co., respectively, were destroyed by fire on May 20.

Bozeman, Mont.—The Swift Grain Co., incorporated; capital stock, \$125,000; directors: Ely Salyards, W. M. Teslow, C. S. Hicks, J. R. Swift and H. L. Debalt.

Moccasin, Mont.—The Louise Creek Grain Co., which will operate elevators with headquarters at this point, has been incorporated; capital stock, \$20,000; incorporators: Ben Krumheuer, C. M. Todd, M. K. Ferry, Homer Wright, Rolland H. Jenks.

Havre, Mont.—The convention of the Montana Farmers & Independent Grain Dealers Ass'n will be held here June 16-17. The convention will be only for co-operative elevator members organized to join up with the Northwest Grain Ass'n.—T. J. Larson, field representative Northwest Grain Ass'n and secretary Montana Farmers & Independent Grain Dealers Ass'n.

## NEW MEXICO

Texico, N. M.—At the Farmers Elvtr. Co.'s elevator a 10-ton Fairbanks Scale with dial has been installed.

Clovis, N. M.—The Farmers Elvtr. Co. has installed a new belt and D. P. Cups, new distributor, equipped the head drive with SKF Bearings and overhauled the machinery.

## NEBRASKA

Brickton, Neb.—Windstorm slightly damaged the elevator plant of Gus E. Eigenberg on May 12.

Byron, Neb.—The Fuller Grain Co., of Kansas City, has bot the local elevator formerly owned by Ed C. Sanford.

Potter, Neb.—Wm. Hagemeyer is the successor of the Home Lbr. Co., operating a 25,000-bu. elevator at this point.

Hubbell, Neb.—An electric truck lift and a 15-ton Fairbanks truck scale have been installed by the Hubbell Farmers Elvtr. Co.

Tilden, Neb.—Trajan Boschult has leased space in the Tilden Grain & Milling Co.'s elevator here for his feed grinding business.

Gordon, Neb.—Gordon Co-op. Grain Co., Inc., incorporated; capital stock, \$50,000; incorporators: Joe Leedom, H. G. Mielke, L. F. Cargill.

Lewellen, Neb.—Lewellen Grain Co., Inc., incorporated; capital stock, \$25,000; incorporators: L. G. Lowe, W. B. Jewett, F. C. Schroeder.

Stromsburg, Neb.—The Wright-Leet Grain Co. has sold its elevator at this station to the Farmers Grain Ass'n, which will operate both plants.

Hastings, Neb.—The roof of the mill warehouse of the Nebraska Consolidated Mills Co. was torn off and warehouse flooded with water on May 8.

Ruskin, Neb.—Lightning struck the Ruskin Grain & Coal Co.'s plant recently. It went in on a wire and burned out the meter.

Nebraska City, Neb.—Regarding the report that we contemplate enlarging our elevator, we do not at this time. Possibly in the future.—Butler-Welsh Grain Co.

Chappell, Neb.—A new 10-h.p. motor and a Winter Worm Gear Drive have been installed at the Lexington Mill & Elvtr. Co.'s elevator by the W. H. Cramer Const. Co.

Hardy, Neb.—The Farmers Elvtr. Co.'s elevator has been overhauled and repaired, Ben Hall has been appointed manager and most of the indebtedness has been paid off.

Kearney, Neb.—Eber Landstrom is the new manager of the Farmers Elvtr. Co.'s elevator here, succeeding Arthur Larson, who has had charge since A. T. Carleson's illness.

Minden, Neb.—C. H. Hultquist, for several years past manager of the Kohl-Twidaire Elvtr. Co.'s elevator here, recently purchased the elevator from the company and is now in the grain business for himself.

Grand Island, Neb.—The Nebraska Consolidated Milling Co. (sometimes known locally as the Glade Mills) has awarded the steel contract for its four new storage tanks, total capacity 100,000 bus., to the Minneapolis Mchly. Co.

Shelby, Neb.—The Farmers Co-op. Business Ass'n's elevator is undergoing repairs, including new concrete pit walls and bin bottoms, and new driveway floor and dump hoppers. Enclosed dust-proof motors, a 15-ton truck scale and truck lift are being installed. Frank Leibe is manager.

Elsie, Neb.—Extensive repairs are in progress at the Elsie Equity Exchange's elevator. The house will be built 12 feet higher, it will be repaired inside and out, a new 10-bu. Richardson Automatic Scale will be installed, also a steel grate in the driveway. The W. H. Cramer Const. Co. is doing the work.

Lincoln, Neb.—This city may become the storage point for the Farmers West-Central Grain Co-op., Inc., set up by the Federal Farm Board, it is reported. The co-op. may have the use of \$400,000 as a direct loan from the Farm Board for storage facilities, which may mean either erection of elevators, or it may await action of the railroads to meet storage requirements.

## OMAHA LETTER

J. P. Comstock, office manager of the Updike Grain Corp., was taken to the Emmanuel Hospital May 9.—A. T.

Max A. Miller has assumed the active management of the Miller Cereal Mills, his father, E. S. Miller, having recently retired from that position. This company is a large manufacturer of corn products.

Mrs. E. M. Laflang, widow of the late Omaha capitalist, received as her share of the estate two grain elevators, three hotels, and three pieces of property in the business district of the city. Her stepson, Arthur, received one elevator, three hotels, two business buildings and two residential properties.

Preliminary construction work started on May 19 on the 5,000,000-bu. terminal elevator which the Cargill Commission Co., of Minneapolis, is building in conjunction with the Chicago & North Western Railroad. This elevator has been talked of for several months, and this city, Blair, Council Bluffs and Sioux City were all contending for the site. Omaha's grain storage capacity will be increased one-third with the completion of this house.

Trading in grain futures (that was discontinued during the war at the Government's request) is being re-established on the Omaha Grain Exchange. Pres. Hoover has already asked Congress to make available \$17,640 to permit the secretary of agriculture to establish a local office in this city to supervise the grain futures trading, and the office will be established about July 1, in the Grain Exchange Bldg. if room can be found there for it. Director Roop of the budget buro informed Congress that the Omaha Exchange was being designated as a contract market as of Friday, May 23. A charter has not yet been issued formally to the exchange to again engage in futures trading, but it is expected soon.

# The GRAIN DEALERS JOURNAL

## NEW ENGLAND

Wakefield Junction (Wakefield p. o.), Mass.—The plant of Curley Bros., grain, feed, flour and hay dealers here, was damaged by fire recently; loss, \$14,000. A 12-year-old ward of the state set fire to the plant.

Cambridge, Mass.—Fratelli Pozzani & Co., Inc., incorporated; capital stock, \$5,000; incorporators: Abraham J. Goldberg, John C. Slater, Bruno Soresina; to buy, sell and deal in corn, wheat, rye, barley, oats and all cereals, etc.

Boston, Mass.—F. A. Quigley, local representative of the Russell-Miller Milling Co., of Minneapolis, is an applicant for membership in the Grain & Flour Exchange on transfer from the late William Beebe, the company's former representative.

Boston, Mass.—Frank A. Noyes, of Noyes & Colby, grain and feed firm of this city, was given a surprise reception by fellow members of the Grain & Flour Exchange on his 80th birthday, on May 9, when he was presented with a basket of flowers, indicating the esteem in which he is held. The presentation was made in the library of the exchange by Henry P. Smith, pres. of the exchange. Mr. Noyes, who has been in the grain business here for 57 years, is a past vice-pres. of the Grain & Flour Exchange.

## NEW YORK

Freedom, N. Y.—Very slight windstorm damage was sustained by N. A. Phillipi & Co. recently.

Buffalo, N. Y.—The transfer of the equipment of the New York City plant of the Hecker-Jones-Jewell Milling Co. to its plant in this city has been completed. It will be installed in the local plant as needed.

Buffalo, N. Y.—George F. Sowerby, pres. of the Western Elevating Ass'n for 16 years, also manager of the Niagara Elvtr. from 1884 till 1900, died recently at the age of 79 years. His widow and a married daughter survive him.

Canton, N. Y.—The dissolution of the Canton Co-op. Co. has been completed. The company, which dealt largely in feed but handled some seed also, was organized in 1915 to keep the price of feed down, but had outlived its usefulness.

Elmira, N. Y.—L. W. Sanborne, who has been engaged in the grain and feed business here for 30 years, died on May 3, at the age of 68 years. His widow and five sons survive him, two of whom, Leon and Henry, will continue the business.

Lisbon, N. Y.—C. B. Wright & Co.'s feed mill burned in a \$90,000 fire that also destroyed the combined freight stations and a gasoline station. Firemen believed that the fire may have started in a vat of molasses in the feed mill.

Buffalo, N. Y.—Suit has been brot in the Supreme Court here by Buffalo Elvtrs., Inc., owners of the Great Eastern Elvtr., against the Wilson Transit Co. and the Great Lakes Transit Corp., operating Great Lakes steamships, for \$7,000 claimed as damages done by ships of the two companies to an elevator leg and to the dock near the elevator.

### NEW YORK CITY LETTER

Joseph Seifer has become associated with L. L. Pincus, grain and feed brokers. Mr. Seifer has been an active member of the grain and feed trades on the Produce Exchange for 16 years, most of which time he has been with the Schwartz Grain Co., Inc., and its predecessors.

Harold J. Henderson has severed his connection with Straub & Barry, having been with that firm and its predecessor, Montgomery & Jenkins, for 10 years, being a partner for the last year and a half, and will hereafter represent Coleman & Co. in the grain, oil and securities market.

Wallace R. Chapin, broker, a member of the firm of S. B. Chapin & Co., of this city, died on May 11 from injuries received the day before in an airplane crash at Airview flying field, near Red Bank, N. J. Mr. Chapin was an amateur pilot and evidently misjudged his altitude when he tried to land.

Charles A. Connor, grain broker, bot the membership of Frank A. Montford in the Produce Exchange that was auctioned off on the floor early in May, paying \$8,200 for it. Other new members of the Produce Exchange are the following: Simon Kern, Bryant M. Gilman, William B. Cassell, Ferdinand L. Salomon, Roy W. Cowan, Wm. M. Wolff, Alfred V. Leaman, Edward Gordon, Jr., Morris Weis, B. J. Ferris, S. L. Schott, Isidore Weill, Winslow Little.

A ticket in opposition to that named by the nominating committee of the Produce Exchange (the personnel of which was given in the last number of the Journal) was posted on the floor on May 15. Several hundred signatures in support of it were appended. The ticket was headed by Herbert L. Bodman for pres., and contained three nominees not on the regular ticket, for the board of managers, these being: P. S. Arthur, E. W. S. Knudsen and Clifford B. Merritt. The opposition, by incorporating in its list, indorses Albert C. Field for the vice-presidency, John E. Seaver for treas., R. M. Morgan for trustee of the gratuity fund, Samuel A. Lerner for manager for one year, the entire regular list of election supervisors and L. C. Isbister, Carl F. Andrus and R. W. Capps for the board of managers. The election is to be held on June 2.

## NORTH DAKOTA

Forbes, N. D.—A. E. Pearson has resigned as manager of the Forbes Equity Exchange elevator and has removed to Aberdeen.

Bismarck, N. D.—It is reported that a sub-terminal elevator will be erected here shortly, probably by the Farmers Union Terminal Ass'n, of St. Paul, Minn.—J. J.

Edgeley, N. D.—An up-to-date feed grinding outfit will be included in the equipment of the Wells Grain Co.'s new elevator that will replace the one burned last month.

Wahpeton, N. D.—A sub-terminal elevator is to be built in the near future here. The Farmers Union Terminal Ass'n, of St. Paul, Minn., is reported to be back of the project.—J. J.

Edgeley, N. D.—C. L. Packard, proprietor of the Edgeley Co-op. Grain Co., has remodeled the flour mill that has been vacant for several years and installed a feed mill and a roller mill.

Jamestown, N. D.—A 1,000,000-bu. sub-terminal elevator is to be built here by the Farmers Union Terminal Ass'n, of St. Paul, Minn.—J. J. [Another report is that the local Chamber of Commerce has agreed to donate the site for the elevator.]

## OHIO

Celina, O.—We have sold all our elevators and have quit business.—The Buckland Milling Co., O. E. Richardson.

Hoyleville, O.—We are installing a new Jay Bee No. 3 Hammer Mill, electrically driven.—The Eagle Grain Co., G. H. Smith, mgr.

Kenton, O.—Ohio Farmers Co-op. Ass'n, incorporated; capital stock, \$800,000; incorporators: Chas. Ash, Justin Meyer, Garrett White.

McComb, O.—The McComb Farmers Elvtr. Co. is erecting a new warehouse, 140 x 36 feet, on the site of the old one, which has been razed.

Toledo, O.—Robert Himes, who has been connected with the Northwestern Elvtr. & Mill Co. for 20 years, met with an accidental death, on May 15. He was 50 years of age.

Fayette, O.—The officers and manager of the new firm [reported in the Apr. 9 Journal as organizing] are: Samuel J. Aungst, pres. and manager; Jacob Riger, vice-pres.; C. D. Hause, sec'y.—Aungst Bros. Co.

Circleville, O.—The John P. Eshelman & Son Co., of Lancaster, Pa., has acquired the old Heffner Mill here, also known as the Dixie Mill, which has been idle for several years, and is remodeling it, adding 5,000 square feet of floor space for new equipment. The plant will have a daily capacity of 1,200 tons of feed.

Plain City, O.—The five-year-old son of Mr. and Mrs. Sylvanus Kaufman, of Unionville Center, was killed on May 7 when he fell into a mixer at B. M. Youman & Son's elevator here. The father had left the child in his auto while he went into the elevator, and presumably the accident occurred while the little fellow was looking for his father. One foot was amputated, both legs crushed and the body almost cut in two.

Toledo, O.—The Ohio Grain, Mill & Feed Dealers Ass'n will hold its 51st annual meeting at the Commodore Perry Hotel, this city, on June 19 and 20. Some of the speakers on the program are: Jas. R. Howard, for Mr. Legge, chairman of the Federal Farm Board; Chas. Quinn, sec'y Grain & Feed Dealers National Ass'n; A. W. Carpenter, sales manager Larroche Milling Co., on "Feed Merchandising"; Carl Sims, Sims Milling Co., on "Millers' Problems"; V. E. Butler; L. R. Thomas, chemist; F. R. Moorman, Warren-Teed Seed Co., and others. A free boat ride on the steamer Greyhound has been donated by the Toledo Produce Exchange and our ass'n. We want every grain man to attend this meeting, members and non-members. Bring the family.—Ohio Grain, Mill & Feed Dealers Ass'n, W. W. Cummings, sec'y.

## OKLAHOMA

Vici, Okla.—Hail and windstorm did slight damage to the elevator plant of the Farmers Co-op. Ass'n on May 15.

Cherokee, Okla.—Wind tore off quite a section of the roof of the local warehouse of General Mills, Inc., on May 12.

Goltry, Okla.—Elmer Estill has resigned as manager of the Farmers Elvtr. Co.'s elevator here and will be succeeded on June 1 by G. F. Pereboom.

Clinton, Okla.—The Oklahoma Wheat Growers Ass'n has leased the farmers elevators at this point, at Indianapolis and at Stafford, all in Custer County.

Oklahoma City, Okla.—We have increased our capital stock from \$300,000 to \$500,000. This increase was primarily to take care of our increased volume of business.—Hardeman-King Co., C. T. Hardeman, pres.

Covington, Okla.—I have sold my elevators at Covington and Lucien, Okla., but will continue in the feed and seed business at both points for myself and will buy wheat at both elevators for the new owner, the Oklahoma Wheat Pool Elvtr. Corp. Wm. Snyder will be in charge of my business at Lucien.—A. H. Clousing.

Hennessey, Okla.—A. K. Parlour, whose mill and elevator burned recently, as reported in the Journal's last number, has contracted for the purchase of the Bob White Elvtr., also known as the Oklahoma Elvtr., and will put B. W. Parker, his former manager, in charge when the property is turned over to him on June 1.

Woodward, Okla.—A branch office will be opened here June 1 by Goffe & Carkener, Inc., cash and futures commission house, with headquarters at Kansas City. Walt Anderson to have charge of the local office. Private wire branch offices are maintained by Goffe & Carkener at Salina, Wichita, Hutchinson, Clay Center, Goodland, Norton and Hoisington, Kan.

Enid, Okla.—Our 100,000-bu. grain elevator, which will be completed before the new crop starts to move, is of crib construction, with 16 bins and is primarily for conditioning and handling purposes. This building project is entirely different from that of the Oklahoma Wheat Growers Ass'n.—Union Equity Co-op. Exchange, Roy Bender, mgr. service dept.

Medford, Okla.—The Farmers Co-op. Elvtr. is being rushed to completion as fast as possible as there are only 22 days more to finish under the contract. Mrs. Hacker [proprietor of the Hacker Flour Mills elevator here which Ed Jenkins has been leasing for several years past] will take charge of her elevator here June 1, with her son William as manager, and expects to ship flour and feed here in car lots to supply the trade in a wholesale way, and run her mill at Jefferson.—W. S. Long.

Hooker, Okla.—The Panhandle Grain Co. has bot of the White Star Co. a new rubber covered cup belt and White Star Special "V" cups for its elevator at this point.

Walters, Okla.—Our elevator at Walters that was destroyed by a tornado recently, was a total loss. The tornado picked up the elevator and carried it a long way before it tore it to pieces; swept the ground bare, even ruined the foundation. The elevator was fully covered by insurance. It was stud elevator, 18,000 bus. capacity, just wheat handling machinery. The contract has already been let to duplicate the elevator destroyed.—Oklahoma Wheat Pool Elvtr. Corp., John Manley, general mgr. (headquarters Enid, Okla.).

Enid, Okla.—The Oklahoma Wheat Pool, whose headquarters are located in this city, is buying elevators at Camargo, Carman, Ellis (Breckenridge p. o.), Fairview, Rusk (Fairview p. o.), Voorhees (Fairview p. o.), Hitchcock, Lucien, May, Quinlan, Strong City, Sumpter (Braman p. o.), Tonkawa (Cassity's), Thomas (four elevators), Yewed, Salt Springs, all in Oklahoma. The pool is leasing elevators at the following Oklahoma points: Arapahoe, Eagle City, Eddy, Hydro. All these in addition to points already reported in the Journal. These houses are to be taken over June 1.

## PACIFIC NORTHWEST

Arco, Ida.—The grain elevator and contents of Thomas Bros. burned on May 13.

Kimberly, Ida.—Fire slightly damaged stock of beans in the warehouse of C. E. Munson on May 6.

Malad, Ida.—The Oneida County Grain Growers Ass'n has announced that will build a grain warehouse of 300,000-bu. capacity.

Longview, Wash.—This point is anxious to secure the 3,500-barrel flour mill that Kerr, Gifford & Co., Inc., contemplate erecting, site for which has not yet been chosen, and has offered terms to the company.

Kimberly, Ida.—The Kimberly flour mill burned recently. It was the first mill to be erected on the Twin Falls tract in 1907, and was being used as a bean sorting house. It was valued at \$10,000; partly covered by insurance.—I. M. D.

Walla Walla, Wash.—A. M. Applegate, connected with the grain business here as a buyer for a number of years, has been appointed manager of the local unit of the North Pacific Grain Growers, Inc. Temporary office quarters will be in the Baker Bldg.

Jefferson, Ore.—The warehouse here owned by the Triangle Feed Co., of Portland, burned recently; a large quantity of grain, chopped feed, a car of salt and other products were destroyed; building and contents were insured. Charles Meier is local manager.

Lewiston, Ida.—Walter Mitchel, for three years district manager for the Collins Grain Co., Portland, recently withdrawn from the local field, was appointed manager for the Lewiston Grain Growers, Inc., local cooperative grain marketing association.—I. M. D.

Whetstone, Wash.—An addition of 20 bins, having a total capacity of 25,000 bus., is being built to the Whetstone-Turner Warehouse Co.'s elevator here, giving that house a total capacity of 100,000 bus. This company now has a 500,000-bu. elevator capacity in Columbia County and a 500,000-bu. flat warehouse capacity.

Moscow, Ida.—The Latah County Grain Growers, Inc., have opened negotiations with the Mark P. Miller Milling Co. and the Moscow Elvtr. Co., the two largest wheat storage plants at this point, for either the purchase or rental of their facilities. The two plants have a capacity or more than 700,000 bus. of sack and bulk grain.

Portland, Ore.—The local offices of H. W. Collins, one of the largest grain handlers in the Pacific Northwest and who was recently appointed district manager for the Farmers National Grain Corp., have been taken over by Edward L. Eyre & Co., grain exporters of San Francisco, W. A. Kearns having been retained as manager.

Preston, Ida.—The Preston Milling Co.'s 200-barrel flour mill burned on May 21, but the adjoining elevators and warehouses were saved thru the use of fireproof doors; loss, \$60,000; almost entirely covered by insurance. Owners of the company (whose headquarters are at Salt Lake City) are Harold G. Peery, Mrs. Peery and Joshua Rallison, of Preston, general manager.

Vancouver, Wash.—A conference with port officials here was held recently by Kerr, Gifford & Co., Inc., regarding building a 3,500-barrel flour mill here. Portland, Ore., just across the Columbia River from this city, is also being considered as a possible site for the mill, as reported in the last number of the Journal. This company already has a 1,000-barrel mill at Portland, a small one at Eugene, and one at The Dalles, Ore.

Wendell, Ida.—The Wendell Elvtr. Co. has let the contract for the erection of the new elevator that replaces the one that burned last January, to Louis Delivuk. The new house will be of cribbed construction, covered with galvanized iron, and will stand on the foundation of the old elevator. The capacity will be 45,000 bus. (larger than the former one), and new, up-to-date machinery will be installed. The contract calls for the completion of the elevator by July 1. The company is already occupying its new warehouse and office building that stands on the site of the old plant. Melvin Gates is manager.

## PENNSYLVANIA

Altoona, Pa.—The Waxler Feed Mills burned recently; loss, \$28,000. The plant was 40 years old.

Indiana, Pa.—A voluntary assignment has been made by the Penn Roller Mills, operated by Griffith Ellis, and J. Blair Sutton has been appointed assignee.

Philadelphia, Pa.—Recently elected members of the Commercial Exchange include the following: George F. Stewart, representing the Uhlmann Grain Co.; James H. Cleary, and F. C. Bogers.

Milanville, Pa.—Jos. H. Barnes, of Narrowsburg, has bot the feed and milling business of the Milanville Mills, which will hereafter be conducted as the J. H. Barnes Co. Howard Page will be manager.

Jacksonville, Pa.—The Cumberland Valley Co-op. Ass'n has taken over the elevator business formerly conducted by Goodhart Bros. at this point, who will continue to operate it for the co-op. company. The Milnor elevator in Franklin County has also been taken over by the ass'n and Leslie Riggs placed in charge. The acquisition of these two elevators makes a total of six now operated by the co-op. ass'n.

## SOUTH DAKOTA

Mt. Vernon, S. D.—O. S. Townsend, formerly of Fresho, will install and operate a feed mill here.

Hoven, S. D.—The Mack Elvtrs. here have recently treated the inside of their office to a coat of paint.

Marion, S. D.—The Farmers Co-op. Ass'n recently installed an attrition mill, with two 25-h. p. motors, a scalping reel and full equipment for the elevator.

Harrisburg, S. D.—H. A. Olson, former manager of the Farmers Elvtr. Co., of this place, has been appointed sec'y of the Farmers Elvtr. Ass'n of South Dakota, succeeding F. H. Sloan, resigned.

Frankfort, S. D.—Geo. Hassinger, formerly manager of the James Valley Elvtr. Co.'s elevator at James Valley, S. D., has succeeded Geo. Motley, resigned, as manager of the Farmers Elvtr. Co.'s elevator here.

Aberdeen, S. D.—I have resigned as sec'y of the Farmers Elvtr. Ass'n of South Dakota to take over the position of manager of the Equity Union Sales Co., of Aberdeen, S. D. H. A. Olson, former manager of the Farmers Elvtr. Co. of Harrisburg, S. D., takes my place as sec'y of the state ass'n.—F. H. Sloan.

Valley Springs, S. D.—The plant of the Farmers Elvtr. Co. has been put in good shape, a new drive, with 7½-h. p. motor, and new leg equipment having been installed.

Garden City, S. D.—C. F. Bargman has been elected to serve as manager of the Farmers Elvtr. Co.'s elevator until the July meeting, in place of M. R. Otter, deceased. Mr. Bargman has long been associated with the company and served as pres. for some time.

## SOUTHEAST

Birmingham, Ala.—A new oat crusher has been installed at the plant of the Alabama Mill & Elvtr. Co., and other improvements made.

Tamworth, Va.—M. E. Blanton has bot from his father-in-law, A. F. Moon, the old mill at this place, which was built in 1785. It is of stone and brick, equipped with improved roller process and runs night and day.

Miami, Fla.—The Pinnacle Mills, of Morristown, Tenn., manufacturers of feed and flour, have opened a store in this city, to be run as a branch, known as Pinnacle Stores, Inc. Sam F. Loughridge is the local manager.

## TEXAS

Clint, Tex.—It is reported that an alfalfa mill may be installed at this point.

Gainesville, Tex.—John Kemplin's feed mill and store at this point burned recently.

Cameron, Tex.—Matyastic & Sons have recently installed a large electric grist mill in their plant.

Duncanville, Tex.—The warehouse of the Doggett Grain Co. was slightly damaged by windstorm on May 6.

Tuscola, Tex.—The roof of the elevator of the Wills Grain Elvtr. Co. was damaged by windstorm on May 6.

Borger, Tex.—The A. P. Borger Grain Co. is contemplating building 15 elevators.—M. L. Redd, Lawless Grain Co.

Dimmitt, Tex.—The Doggett Grain Co., of Dallas, has contracted for the construction of a 15,000-bu. elevator here.

Plainview, Tex.—The Harvest Queen Mill & Elvtr. Co. recently increased its capital stock from \$250,000 to \$600,000.

Amarillo, Tex.—Harry Kearns, prominent grain man of this city, is in a hospital in Baltimore, Md., and is reported to be seriously ill.

Goldthwaite, Tex.—A large warehouse is to be erected here on the site of the Pardue elevator, to be used for storing grain, wool and mohair.

Dallas, Tex.—The Tex-O-Kan Feed Mills, of this city, recently established a brokerage department, dealing in bran, shorts and other millfeeds in carlots.

Umbarger, Tex.—The Farmers Elvtr. Co. here has added a new belt and D. P. Cups and will install a Palmer Vacuum Suction Cleaner before harvest.

Gruver, Tex.—Fred Smith is now manager of the Borger Grain Co.'s elevator here. He formerly operated the Blackwell Mill & Elvtr. at Manchester, Okla.

Fort Worth, Tex.—Windstorm damage of undetermined proportions was done to the Katy Elevator of the Fort Worth Elvtrs. & Warehousing Co. on May 6.

Mobeetie, Tex.—The P. G. Newkirk Grain Co., of Clinton, will finish a 10,000-bu. elevator here June 1. Equipment is the same as in the company's new elevator at Briscoe (Mobeetie p. o.).

Dimmitt, Tex.—A 16,000-bu. elevator is under construction here for the Dimmitt Coal & Grain Co., C. W. Booth, owner. It is to be of frame and sheetiron, and completed in time for the new crop.

Brownsville, Tex.—The Navigation Dist. Commissioners have called an election for May 29 on \$1,500,000 bonds for the Brownsville port project, which includes the construction of grain elevators.

Higgins, Tex.—The Hobbs-Dauner Grain Co. has been organized to lease the W. B. Johnston elevator here beginning June 1. It will handle coal, feed and livestock in addition to grain.—Geo. Dauner.

Sherman, Tex.—Concrete pouring on the new 500,000-bu. grain elevator tanks, under construction here for the Diamond Mill & Elvtr. Co., was started early in May and was to be continued night and day except when stopped by the weather.

Bushland, Tex.—Carl Hill's 20,000-bu. elevator under construction here (as reported in the Mar. 26 Journal) by Rocheille & Rocheille, will be equipped with a Kewanee All-Steel Truck Lift and Fairbanks-Morse Motors. Fairbanks, Morse & Co. are furnishing the equipment.

Perryton, Tex.—The Texas-Oklahoma Wheat Growers Ass'n has let the contract for the construction of a 125,000-bu. elevator here, to be erected at once. The ass'n recently purchased a site of 2½ acres, which has 1000 feet of trackage space. The house will be completed in time for the 1930 wheat crop.

Canyon, Tex.—The elevator that I am building is located at Canyon, on the Santa Fe. It is to be of 15,000-bus. capacity, strictly modern, with a 3,000-bu. hour capacity. It is being constructed by the Star Engineering Co. It will be known as the Felix Neff Elvtr. and will be under my personal management.—Felix E. Neff.

Briscoe (Mobeetie p. o.), Tex.—The P. G. Newkirk Grain Co. of Clinton will have a new 9,000-bu. elevator erected by June 15. This town is on the new P. & S. F. branch. A Richardson Automatic Scale, a new type Kewanee Truck Dump, a Fairbanks Scale, and Wagner Motors are installed.

Amarillo, Tex.—The Lemons-Thompson Grain Co., the incorporation of which was reported in the last number of the Journal, is a merger of the Lemons Grain Co. and the Amarillo Grain & Coal Co., both firms having been in business in this city for 25 years. Machinery is being installed for the feed mill, which has a capacity of 10,000 lbs. an hour.

Gruver, Tex.—The Oklahoma Wheat Pool is buying elevators at this place, at Codman (Miami p. o.), Pullman (Amarillo p. o.), Stratford and Pomeroy (Panhandle p. o.), and has elevators under construction at Garber and at Lee Switch (neither of which is a p. o.), in addition to those under construction and leased as reported in the last number of the Journal.

Celina, Tex.—I have purchased Ben F. Smith's interest in the Celina Mill & Elvtr. Co. and he is not connected with the company any more. B. P. Hailey, Mrs. C. L. Duke and myself are the owners of the plant. Mr. Hailey is pres., Mrs. Duke sec'y and treas., and I am vice-pres. and general manager. We have a new mixed feed plant, completed last fall, and handle all kinds of grain. We are very much pleased with our business.—C. L. Duke, Celina Mill & Elvtr. Co.

Denton, Tex.—E. G. Rall, of the E. G. Rall Grain Co., of Ft. Worth, has bot T. P. Duncan's interest in the Alliance Milling Co. here. Mr. Duncan had recently acquired a majority of the stock in this company (as reported in the Apr. 23 Journal), and had been made pres. and general manager, but shortly after taking over the plant he became seriously ill and was compelled to retire. At last report Mr. Duncan was somewhat improved. He is at his home in Wichita Falls.

Soncy (Amarillo p. o.), Tex.—We are at present erecting and have about half completed a modern 30,000-bu. elevator at Soncy, equipped with one leg of 3,750 bu. per hour capacity, 10-bu. Richardson Automatic Loading Scales, Clow-Winter Head Drive, direct connected to 10-h. p. Fairbanks-Morse Totaly Enclosed Motor, and Kewanee Truck Lift. For receiving grain we have installed 15-ton Fairbanks Truck Scales equipped with double-faced dial. This elevator is located on the Rock Island Railroad 7 miles due west of Amarillo. Earl Shepherd has supervision of the work. We do not know at this time who will be local manager.—Wilderado Grain & Merc. Co., by H. H. Elam, pres. and gen'l mgr. (headquarters Wildorado, Tex.).

Ft. Worth, Tex.—T. Eisemann, grain dealer of New York, has taken charge of the Continental Export Co.'s grain elevator here.

Hereford, Tex.—Our elevator [of 35,000-bu. capacity] is completed. Rocheille & Rocheille had the contract. It is located on the main line of the Santa Fe at Hereford. We have the latest in equipment and have a loading capacity of 50 cars in 24 hours. J. L. Brooks, of Whitedeer, who is also manager of the Farmers Elvtr. at Whitedeer, is the manager of this house. However, the property will be under the supervision of Parr Merriman in the absence of Mr. Brooks. Mr. Merriman has been with the Farmers Equity Union, of Hedley, Tex., for the past three years.—Farmers Elvtr. Co., Inc.

Wilderado, Tex.—We are erecting here at Wildorado a 75,000-bu. elevator, of frame construction, iron covered. It will have a double driveway, permitting two trucks to be unloaded simultaneously. Equipment consists of two standard Kewanee Truck Lifts, two legs of 3,750 bus. per hour capacity each. Each leg carries a 16-inch cup belt with rapid discharging cups; elevator is spouted so that either leg can be diverted to any bin in the elevator. It has two 10-bu. Richardson Loading Scales, two 10-inch discharge spouts to the car, two Clow-Winter Head Drives directly connected to two 10-h.p. Fairbanks-Morse Motors. For receiving scales we are installing a 15-ton Fairbanks Truck Scale with double faced dial. We can load a car of 1,400 bus. of wheat from this elevator in about 20 minutes. We will also have facilities for unloading grain from cars into the elevator. This new elevator and our old elevator of 25,000-bu. capacity, gives our company 100,000 bus. storage capacity here at Wildorado, we have 30,000 bus. at Soncy (Amarillo p. o.) and 20,000 bus. at Everett Switch (not a p. o.). Earl Shepherd has charge of this work, with R. H. Rose assisting.—Wilderado Grain & Merc. Co., by H. H. Elam, pres. and gen'l mgr.

## UTAH

American Fork, Utah.—A. W. Pulley & Sons are enlarging their feed mill at this point, improvements planned including new grinding equipment.

## WISCONSIN

Delavan, Wis.—The Hetzel Flour Mill that burned in April will be rebuilt.

Brownstown, Wis.—A feed mill owned by Iver Ellingson burned on May 9; loss, \$10,000; partly insured.

Superior, Wis.—The erection of a feed mill is said to be under consideration by the Central Co-op. Exchange.

Little Chute, Wis.—The Little Chute Flour & Grist Mill burned on May 14; loss, \$8,500. Anton A. Hietpas has owned and operated the mill for 12 years.

Thorp, Wis.—The New Richmond Roller Mills Co. will conduct the Citizens Co-op. Feed Mill and warehouse here, sold under mortgage held by William Krause, deceased.

Kiel, Wis.—The Kiel Community Merc. Co., a farmers' organization, has bot from the trustees of the Kiel Merc. Ass'n, former operators of an elevator and store here, the elevator property. The Kiel Community Merc. Co. was recently incorporated; capital stock, 2,000 shares at \$10 each; incorporators: H. E. Wessel, G. F. Mattes, Louis F. Spindler, W. A. Martin.

## MILWAUKEE LETTER

Milwaukee, Wis.—Mrs. Nellie Dow Donahue, wife of Patrick Donahue, pres. of the Donahue-Stratton Co., died on May 14, from pneumonia. She was 68 years of age.

Milwaukee, Wis.—The additional storage we contemplated will not be built this year. Hope to do something on it next spring, but until that time nothing will be done.—Froedtert Grain & Malting Co., C. Kanowsky.

Milwaukee, Wis.—James E. Bennett & Co. on May 1 moved their local offices to Mason St. and Broadway, after occupying space in the Milwaukee Chamber of Commerce for eight years.

Milwaukee, Wis.—The C. & N. W. R. R. has let a contract for a 2,000,000-bu. addition to the Kinnickinnic Elvtr. to the John S. Metcalf Co. The work will consist of 48 tanks 25x90 feet with interstices. A. Richardson Car Dumper, track shed, car pullers, etc., will be installed.

Milwaukee, Wis.—The firm of Lawrie & Larson, commission merchants at Milwaukee, dissolved as of date of May 10, 1930. This discontinuance of business was by mutual agreement between the two partners, James Lawrie and Morton L. Larson. Mr. Larson has become affiliated with the Riebs Co., of Milwaukee, as traveling solicitor [out of Lake City, Minn.]. Mr. Lawrie has not yet made any new connection.—Lawrie & Larson, by Jas. Lawrie.

In I. and S. 3384, switching charges at Atchison, Kan., on the Missouri Pacific. The increase in switching charge between industries on the Mo. Pac. and interchange tracks of other carriers, from \$2.25 a car to \$6.30 was found justified. Suspension vacated and proceeding discontinued.

Arrangements have been made by the railroads to file with the Commission, as a tariff supplement to consolidated freight classification No. 6, a bill of lading form revised to bring the document into conformity with the requirements of the law, as amended by the new legislation. The supplement will bear August 1 as the effective date.

As soon as it is filed it will be subject to protest by those who think the language employed to give effect to the amended law is not such as the law requires. However, only the new matter in the bill of lading will be subject to such protest and request for suspension. If the Commission finds anything in the objections persuading it that suspension of the new form is warranted an investigation and suspension proceeding will be created which will be handled in the regular way.

## GRAIN

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**Southwest Grain & Comm. Co.**  
Brokerage and Consignments

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**James E. Bennett & Co.**  
Grain, Stocks, Provisions

**Mullin-Brackett Grain Co.**  
Strictly Brokerage and Consignments

**E. M. Rogers Co.**  
Strictly Brokerage and Consignments

**Smith-Ingraham Grain Co.**

**New Elevator of A. H. Hewes at Charleston, Kan.**

Extensive building and remodeling of grain handling equipment has taken place in the southwestern part of Kansas the last two years, where grain dealers have had to cope with the problem of handling most of the crop in 30 days. Producers, anxious to get the crop to market and prepare the ground for another have sent long streams of trucks to the local elevators marketing the wheat as fast as it could be harvested. Handling it became the grain dealers' problem.

Among the new elevators is the 20,000-bu. studded, iron-clad house of A. H. Hewes at Charleston, on the main-line of the Santa Fe west of Dodge City.

The house is 24x28 ft., 46 ft. to the plate and surmounted by an 18 ft. cupola. It has 8 bins, 4 of which are main bins using the 4 corner sections of the elevator. Three are over the driveway and have service chutes. Another overhead bin is over the workfloor.

All bins are well braced with  $\frac{5}{8}$ ths in. tie-rods that run between the retaining joists under the overhead bins as well as thru the bins themselves. The main bins have steeply hoppered concrete bottoms that drain into the boot, and form an integral part of the concrete foundation.

A Kewanee Truck Lift and Steel Grate constitutes the dumping apparatus, emptying grain from trucks into a double pit of concrete with a butterfly valve to divert grain to the desired division. The leg incloses a 12-in. rubber belt carrying 6x11 in. Salem Buckets and is capable of elevating over 2,000 bus. per hour. The boot pulley runs on SKF Ball Bearings.

An 8-bu. Richardson Automatic Scale does the outbound weighing, emptying thru an 8-in. well-casing and a Kewanee Flexible Loading Spout.

A 15 h. p. Fairbanks-Morse type Z gasoline engine is mounted on a concrete base in the concrete-floored engine house adjacent the east side of the elevator. The room is left sufficiently large so there is plenty of space to spare on all sides of the engine. The equipment includes a compressor for the

truck lift and a water-pump to keep the water going thru the engine water jacket.

A rubber belt is employed to transmit power from the engine to the line shaft, which extends into the leg well of the elevator, turning on 4 SKF Ball Bearings.

A roller chain connects a sprocket on the line shaft with a sprocket on a jack-shaft located a little over half-way up the well. A reduction is made at this point and another roller chain extends to the sprocket on the head-shaft. All of the shafting turns on SKF Ball Bearings, 10 of these being used in the plant.

The iron roof and siding of the elevator is bonded and copper rods are run down to moist earth at two points for lightning protection.

In spite of the fast handling facilities of the new plant, and use of the old elevator which holds between 7,000 and 8,000 bus.

Mr. Hewes was forced to pile 45,000 bus. of wheat on the ground in July last year. A special bin was built on the outside of the elevator to hold an additional 7,000 bus.; but this was not enough to take care of the rush. After the rush had started there was no time for building operations.

A. H. Hewes has his headquarters at Ingalls, Kan., the next station east. His brother, S. V. Hewes, is in charge of the Charleston elevators.

The Federal Trade Commission began its public hearings, in reference to alleged cottonseed price manipulation, at Washington on May 26. The Commission's investigators have covered the entire cotton growing area, gathering information which, the seed handlers say, will show no unlawful combination in restraint of trade, or other violation of the anti-trust laws.

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**GRAIN ELEVATOR**  
**CONSTRUCTION**

• • as exemplified by Galveston's new 6,000,000 bus. export elevator • • is showing a marked preference for RANDOLPH DIRECT HEAT GRAIN DRYING EQUIPMENT.



Designers and Engineers: Horner & Wyatt.  
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Equipped with three 1,000-bus. Randolph Driers using oil burners and having a daily capacity of 75,000 to 100,000 bushels.

*This Is the World's Largest*  
*Grain Drying Plant*  
**WITHOUT A BOILER**

**O. W. RANDOLPH COMPANY**

TOLEDO, OHIO — U. S. A.

# Field Seeds

## Approves Seed Trade Rules

Trade practice rules of the field and grass seed industry as adopted at a trade practice conference held Dec. 20, 1929, have now been acted on by the Federal Trade Commission.

The Commission, after considering the action of the industry, grouped the rules as shown below. Resolution 7 was not accepted. The remaining rules as here announced become the rules of business conduct for the industry on the subjects covered. Those appearing in Group I are regarded by the Commission as condemning unfair methods of competition in violation of the law, and are affirmatively approved. Those appearing in Group II are received as expressions of the trade.

The Commission has directed that notice be given that in referring to or quoting trade practice conference rules, the form in which they appear in the Commission's Official Statement be followed with reference to grouping, numbering or lettering.

### GROUP I

**Rule 1.** Any misrepresentation in the sale or offer of sale of field and grass seeds with the effect or intent of misleading, deceiving or defrauding purchasers as to the quality, quantity, place of production or variety of such seeds, is an unfair trade practice.

**Rule 2.** Advertising field or grass seeds in a manner which misleads, deceives or defrauds purchasers or prospective purchasers, is an unfair trade practice.

**Rule 3.** (formerly Resolution 4). The defamation of a competitor either by falsely imputing to him dishonorable conduct, inability to perform contracts, or questionable credit standing, or false disparagement of the quality or any other matter in respect to his merchandise, is an unfair trade practice.

**Rule 4.** (formerly Resolution 5). Corruptly giving, offering or promising by a merchant of field and grass seeds to an agent, employee or servant, any gift, gratuity or preferment whatever without the knowledge or consent of the employer or principal to influence his action in relation to the business of his prin-

cipal, employer or master, is an unfair trade practice.

**Rule 5** (formerly Resolution 6). It shall be an unfair trade practice for any person engaged in interstate commerce in field and grass seeds in the course of such commerce, either directly or indirectly to discriminate in price between different purchasers of commodities, where the effect of such discrimination may be substantially to lessen competition or tend to create a monopoly in the sale of field and grass seeds: Provided, That nothing herein contained shall prevent discrimination in price between purchasers of such seeds on account of differences in the grade, quality, or quantity of the commodity sold, or that makes only due allowance for difference in the cost of selling or transportation, or discrimination in price in the same or different communities made in good faith to meet competition; And provided further, that nothing herein contained shall prevent persons, engaged in selling field and grass seeds in commerce from selecting their own customers in bona fide transactions and not in restraint of trade.

**Rule 6** (formerly Resolution 8). The selling of goods below cost, with the intent and with the effect of injuring a competitor, and where the effect may be to substantially lessen competition or tend to create a monopoly, or to unreasonably restrain trade, is an unfair trade practice.

### GROUP II

**Rule A** (formerly Resolution 1-A). Any false or fraudulent misrepresentation by the purchaser of seeds to the seller in order to mislead, deceive or defraud the seller either in selling or contracting to sell to him agricultural seeds, or in respect to such sale or contract of sale, is condemned by the industry.

**Rule B** (formerly Resolution 3). Solicitation of the cancellation of sales or contracts of sale of field and grass seeds in order to benefit the solicitor, is condemned by the industry.

## Winners Selected in Agricultural Slogan Contest

The winners of the John L. Kellogg Farm Prosperity Slogan Contest which has been under way since January, were announced today.

Mrs. Grace Griffin of Salem, Wis., was chosen as the winner of the first prize, a new Ford car. Her winning slogan was "Better times for farmers—better times for all."

The second prize, an electric radio, was won by Miss Josephine Wilson of Miss Brown's Business School, Milwaukee, Wis., with the slogan "Back of America's Prosperity stands the American Farmer."

The purpose of the contest was to select a slogan that would bring to the American people at large a better understanding of the importance of the farmer to general prosperity. Thousands of farmers entered the contest and have shown great interest in the work.

Mr. Kellogg, sponsor of the contest and president of the Warren-tee Seed Co. stated

In this contest we have endeavored to bring to the city man an appreciation of the farmer and his problems. We business men who are directly in touch with both the farmer and the business man in the city realize that each is closely dependent upon the other for prosperity—that one cannot prosper at the expense of the other. When both of these great economic forces join and work together for mutual advancement the entire country will prosper.

From the enthusiastic response to our request for a slogan to popularize the farmer it is easy to see that everyone is thinking along this same line. All that is needed to start the general move for farm prosperity is a spark in the proper tinder.

We are going to present these slogans to President Hoover, the Federal Farm Board and the United States Chamber of Commerce with the hope that the slogans will help with the job of popularizing genuine farm relief.

## The Toronto Seed Meetings

Plans are almost completed which promise an exceedingly pleasant and profitable time for the seedsmen who go to Toronto for the meetings of the Farm Seed Assoc'n, on June 23-24, and of the American Seed Trade Assoc'n, on June 25-27. Both of these conventions are to be held at the King Edward Hotel, and those who expect to attend should make advance reservations, directly with W. A. Stead, the hotel manager.

It has been intimated by some seedsmen that one of the important topics to be discussed informally is to be that of either an amalgamation, or at least a close affiliation between the numerous American seed associations. Failure to get any consideration from Congress in the matter of proposed seed rates is given as an example of what could not be accomplished under the present setup.

A good many seedsmen have already announced their intention to drive through, while others who go by train, are expecting to go by boat through the "thousand islands" and the rapids sections of the St. Lawrence river. As liquid refreshments cannot be purchased on Sunday, it is said that at least one seedsmen expects to leave Chicago on Friday evening, so as to be in Toronto on Saturday.

## Toledo Seed Prices

The following table shows the range of prices for seed on the Toledo market for cash and the futures for clover, alsike and timothy as of May 24:

	High	Low	Close	Yr. ago
Domestic cash new....	\$11.75	\$11.75	\$11.75	\$16.00
Prime choice cash new.	12.00	12.00	12.00	....
October .....	12.60	12.60	12.60	....
December .....	12.80	12.80	12.80	....
Alsike:				
Cash .....	11.00	11.00	11.00	....

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## Directory

### Grass and Field Seed Dealers

#### AMARILLO, TEXAS.

Hardeman-King Co., field seed merchants.

#### BALTIMORE, MD.

Wm. G. Scarlett & Co., wholesale and merchants.

#### CHICAGO, ILL.

Warren-Tee Seed Co., field seeds.

#### CONCORDIA, KANS.

The Bowman Seed Co., wholesale field seeds.

#### COUNCIL BLUFFS, IOWA.

Council Bluffs Seed Co., seed corn, nothing else.

#### KANSAS CITY, MO.

Rudy-Patrick Seed Co., field seed merchants.

#### LOUISVILLE, KY.

Louisville Seed Co., seed merchants.

#### MILWAUKEE, WIS.

Courteau Seed Co., field seeds.

#### MINNEAPOLIS, MINN.

Northrup King & Co., field seeds.

#### PHOENIX, ARIZ.

Capital Fuel & Feed Co., hay, alf., Berm., sor. seeds.

#### ST. JOSEPH, MO.

Mitchellhill Seed Co., wholesale field seeds.

#### ST. LOUIS, MO.

Cornell Seed Co., field seed merchants.

Mangelsdorf & Bros., Ed. F., wholesale field seeds.

#### SEDWICK, KAN.

Sedgwick Alfalfa Mills, field seed merchants.

Buyers and sellers of Sweet Clover, Alfalfa, Clovers, Timothy, Grasses, Fodder, Seeds, Cut Grass, Soy Beans, Cow Peas

ED. F. MANGELSDORF & BRO.  
St. Louis, Missouri

## Not a New Grass

Stories are appearing in some of the farm and live stock papers telling about a new grass that was discovered in Oregon, a few years ago and that was proclaimed as a "lost grass" of Biblical Times. The scientific name of this new grass is given as "poa bulbosa."

The Agronomist in the Bureau of Plant Industry of the U. S. D. A., in a letter dated June 1, 1927, says: "I believe the grass has some possibilities as a winter pasture on the Pacific Coast and perhaps in some parts of the southeast, but up to the present time, our experience has been confined almost entirely to the use of the grass for lawns, in combination with Bermuda grass."

In an article on it, in the April, 1928 Journal of the American Society of Agronomy, it is called "Bulbous blue grass," the following statements are to be found:

"Bulbous blue grass, Poa bulbosa, which forms true bulbs at the base and bulblets in the inflorescence, is reported as indigenous in Southern Europe and Asia and in Northern Africa. It is now widely distributed over nearly all of the temperate and subtropical regions of the world, and has been reported from England, Germany, France, Italy, Russia, Algeria, Afghanistan, India, South Africa and South Australia. Its introduction into the U. S., may have been effected through the importation of alfalfa or clover seed. \* \* \*. During the winter months the growth is slow and by Mar. 1, it is only 3 inches tall. As the weather becomes warmer, it grows more, but at Washington, it produces very few culms. At Corvallis, Oreg., the grass behaves in very much the same way, except that it grows many more culms. It grows splendidly during the fall, winter and spring, but with the advent of dry weather, growth ceases and in summer the plants are dormant. Growth begins again

promptly with the fall rains, and the stand thickens each year, through bulbs around the original center, \* \* \*. On account of its habit of growing only during the winter months and remaining dormant throughout the summer, Poa bulbosa would seem to be admirably fitted to associate with Bermuda grass on pastures, lawns and golf courses in the southeastern states, \* \* \*. The use of Poa bulbosa in pastures has not been tested sufficiently to warrant a recommendation for its general use. In southern Oregon, around Medford, Talent and Ashland, where it is most abundant, it is said to add a great deal to the value of pastures during the winter and spring. Both the Oregon and California experiment stations report that it is well liked by live stock. Some claim that it thrives only on the better soils, where, with irrigation alfalfa may be grown. \* \* \* Unless it will thrive on the hill lands, where the soil is less productive and drier, it will not prove of much value to the stock raisers," \* \* \*.

## Imports and Exports of Seeds

Imports and exports of seeds for March compared with March, 1929, and the months ending March, are reported by the Bureau of Foreign and Domestic Commerce, in lbs., as follows:

	IMPORTS		EXPORTS	
	March 1930	1929	3 mos. ending March 1930	1929
Alfalfa ....	144,979	101,119	210,919	789,757
Red clover..	352,742	1,690,313	816,772	4,480,168
Alsike .....	819,848	1,218,227	2,031,375	3,057,510
Crim clover .....	97,590	97,665	234,199	
Other clover 163,368	670,977	647,029	2,726,538	
Grass seed..	350,826	625,064	1,136,477	2,210,621
Vetch ....	227,277	64,638	517,089	483,116
Alfalfa ....	125,307	67,602	558,417	172,763
Red clover..	15,627	41,059	199,739	110,442
Other clover 155,539	30,745	326,338	105,363	
Timothy .....	1,793,907	1,193,159	5,286,253	2,801,871
Other field seeds ....	340,669	734,567	1,371,026	1,249,687

## NEW LOW PRICES

### SOY BEAN—COW PEA

### INOCULATION

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#### PRICES

1 bu. size.....	\$ .40
2 bu. size.....	.70
5 bu. size.....	1.50
10 bu. size.....	2.50

NOW!—10 bu. size @ 25c per bu.

The big demand for NITRAGIN—The Original Legume Inoculator, established 30 years ago—has made the Soy Bean, Cow Pea price cut possible. Price cut advertised in 35 farm publications. Every NITRAGIN Seedsman will profit.

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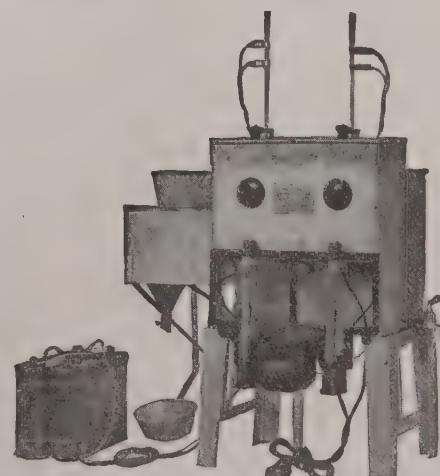
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OFFICIAL BROWN-DUVAL  
MOISTURE TESTERS

in all sizes from one compartment to six,  
heated by gas, electricity or alcohol.

# Supreme Court Decisions

Digests of recent decisions by State and Federal Courts involving rules, methods and practices of the wholesale grain, field seeds and feedstuffs trades.

## Effect of Extension of Time

Tri-State Grain Co., Shenandoah, Ia., plaintiff, v. Huttner-Foster Co., Minneapolis, Minn., defendant, before Arbitration Comite No. 5 of the Grain and Feed Dealers National Ass'n, composed of F. A. Theis, G. E. Blewett and F. A. Derby.

This case arises on a sale of three 80 capacity cars of No. 1 hard wheat, which the plaintiff sold to the defendant at a price of \$1.34 a bushel basis delivered Chicago or Minneapolis freight rate.

Two cars of wheat were shipped on this contract within original specified time, but the main issue of dispute is whether or not the defendant had a right to cancel out the third car on which it had originally granted an extension, due to the fact it was not shipped within contract time. It appears that at the termination of the original contract shipping time, the plaintiff wired and telephoned the defendant regarding the application of the third car, and stated it had been unable to get the car out within the specified shipment time, and apparently an extension was granted by the defendant, altho there was a difference of opinion as to the time of the extension. This conversation, resulting in the extension, occurred on Aug. 1, the plaintiff claiming their understanding of the extensions was all August, and defendant's contention is that it was only a few days' extension. Seven days later, or on Aug. 8, the defendant wired the plaintiff that it was cancelling the one car not shipped, to which the plaintiff took exception and demanded that it be allowed to ship a car within a few days' extension period. Plaintiff then wired defendant on Aug. 9 that it was turning to them car No. 99336 which was billed out on Aug. 2, and when it drew on the defendant with B/L attached on this car, the draft was refused and plaintiff was advised that it would not accept this car on contract. This resulted in the plaintiff selling out the car in Chicago at a loss, for which it now is claiming balance due of \$137.48. While the evidence does not show clearly what agreement was reached regarding the extension on this car, yet it appears that the defendant did grant some extension and it is so stated in its wire of Aug. 8, "No definite time extension understood you would get car out at once." It would appear that the plaintiff complied with Rule No. 7 of the trade rules of the Grain and Feed Dealers' National Ass'n when he advised the defendant he was unable to get this car out within contract period, and that it is apparent that the defendant elected, with the consent of the plaintiff to extend the contract. It is true that the defendant could have cancelled the contract at the time he was notified that the car was not shipped within the original contract time, but this was not done. Therefore, this comitee feels that an extension was granted, and that the application of car 99336 on this contract was entirely proper, and that the defendant had no right to refuse to accept it. Therefore, the resulting loss in difference in price and car service which accrued on this car during the time of dispute, in the amount of \$137.48, should be assessed against the defendant, which we so find.

The plaintiff further contends that he was not allowed the right of reinspection on car No. 101095 Q which was shipped and applied as one of the first cars on this contract, and which car graded No. 1 hard, 2% dockage in Chicago. In reviewing the evidence submitted, we find that the plaintiff did not at any time advise the defendant on its invoice that they desired reinspection on this car if it did not grade No. 1, 2 or 3 hard wheat without dockage, and since it sold it on Chicago grades, and the official grain inspection certificate of the Department of Trade in Commerce of the State of Illinois, dated Aug. 5, shows grade to be No. 1 hard 60 pounds, 2% dockage, that dockage is a part of that grade, and there is no evidence to show otherwise that the car did not contain the 2% dockage. We, therefore, disallow the claim of the plaintiff in the amount of \$34.33.

The third claim of the plaintiff in the amount of \$18.54, which is the difference in price on the defendant's account sales, was

clearly an error on the part of the defendant, and so admitted by the defendant. We, therefore, find in the amount of \$18.34 for the plaintiff, making a total of \$155.83 due the plaintiff.

In view of the fact that both parties to this case admit negligence and careless handling in this entire transaction, we hereby assess costs of this case equally between the two parties in dispute.

**Recovery for Crop Taken but not Included in Mortgage.**—Where mortgagee, acting under crop mortgage, sequestered crop on land not included within mortgage and belonging to mortgagor's son, the owner of such crop was entitled to recover net value of his interest in crop destroyed at time it was in possession of mortgagee under the sequestration.—*Farmers Nat'l Bank v. White. Court of Civil Appeals of Texas.* 25 S. W. (2d) 944.

**Shipper Liable for Demurrage on Cars Held by Carrier.**—Provision of statute requiring carrier to hold goods for six months before selling goods for freight and other charges held not unreasonable (1 Comp. St. N. J. 1910, p. 369, § 6). State law providing for sale of goods for freight and other charges must be followed in interstate shipment, where no such regulation has been adopted by Congress or Interstate Commerce Commission.—*Central R. R. of N. J. v. Schick et al. U. S. Circuit Court of Appeals.* 38 Fed. (2d) 968.

**Damage to Shipment as Counterclaim.**—49 USCA sec. 6 (7), forbidding carrier to refund or remit in any manner or by any device any portion of rates, fares and charges nor extend to any shipper or person any privileges or facilities in transportation of passengers or property except as specified in tariffs, held not to prevent shipper from setting up loss recoverable under section 20 (11), by reason of delivery of grapes in a damaged condition, as a counterclaim, in accordance with authority of 28 USCA sec. 724, and Code Civ. Proc. Cal. sections 437-440, in that adjudication in one suit of respective claims was practical equivalent of charging a judgment obtained in one against that secured in other.—*Chicago & N. W. Ry. Co. v. O. N. Lindell. Supreme Court of the United States.* 50 Sup. Ct. Rep. 200. Lindell shipped a car of grapes from Kingsburg, Cal. The C. & N. W. received the car at Omaha, hauled it to Chicago and delivered to consignee without collecting the \$683.79 freight charges. Unreasonable delay and failure to keep car iced on part of the railroad resulted in delivery in damaged condition. When the railroad company brought suit for charges Lindell set up a counterclaim of \$1,011.70 for damages as a set-off, which the court allowed.

## Grain Claims Bureau, Inc.

### Box 687, Station A, Champaign, Ill.

Freight claim savings at \$100.00 or more per year, are worth making. Audits are made on a percentage basis; no other costs whatever. If examination of your shipping records is permitted, it will save you money.

W. S. Braudt  
Aud. and Treas.  
Champaign, Ill.

Harry J. Berman  
General Counsel  
Chicago, Ill.

## I. C. C. Activities

In 22698, Wichita Flour Mills Co. vs. A. T. & S. F., et al. By Examiner Colvin. Rates, many carloads of wheat, from points in Oklahoma and Texas to Wichita, Kan., there milled into flour and shipped to Galveston and Houston for export, were found unreasonable to the extent they exceeded 41 cents. Reparation is proposed.

In 22219, Seele Brothers Grain Co. vs. Chicago & Alton et al., the complaint was dismissed. Rates, wheat, Rolling Prairie and other points in Indiana to Memphis, Tenn., found, applicable, there having been a failure by complainant to surrender unexpired freight bills covering movement from points of origin to Chicago as required by transit tariff provisions.

In 23090, North & Co. vs. S. A. L., by Examiner Haley. Reconsignment charges, one carload of hay, Kansas City to St. Petersburg, Fla., there reconsigned to Tampa, and again reconsigned to Sherman, Fla., were declared unreasonable. Shipment moved on combinations of locals so that under many decisions made by the Commission no reconsignment charges should have been imposed. Reparation of \$11.70 is proposed.

## New Complaints

23354. S. E. Cone Grain & Seed Co., Lubbock, Tex., vs. Fort Worth & Denver City et al. Rates in violation sections 1 and 6 of act, millet seed, Stratford, Tex., to Lubbock. Asks rates and reparation.

23414. Noble & Reid Grain Co. et al., Hamburg, Ia., vs. C. B. & Q. et al. Unreasonable rates, wheat and corn, points in Iowa to points in Mo., Ky., Tenn., Kan. and Ill., as compared with rates from Nebr. points. Ask rates and reparation.

23357. T. B. Hord Grain Co., Central City, Neb., vs. C. B. & Q. et al. Unreasonable rates and charges, Corn, Mason, and Broken Bow, Neb., to transit elevator at Aurora, Neb., and shipped out to San Francisco. Asks rates and waiver of collection of undercharges.

23437. Southwestern Miller's League of Kansas City, Mo., v. The A. T. and S. F. et al. Ask for cease and desist order, the establishment of rates on wheat, from points in Colorado, Kansas, Nebraska, Missouri, Oklahoma and Texas to destinations in Kentucky, and reparation.

23409. Globe Grain & Milling Co., Los Angeles, Calif., vs. S. P. Alleges defendant has exacted and complainant has paid and/or surrendered transit tonnage (grain and feed) which at time was and now is unjust and unreasonable and in excess of requirements of governing tariffs in violation of sections 1 and 6 of act. Asks reparation and other relief.

23378. Globe Grain & Milling Co., Los Angeles, Calif., vs. A. T. & S. F., et al. Rates and charges in violation sections 1 and 4 of act, wheat and oats, points in Colorado, Utah, Idaho and Wyoming, stored and/or milled at Ogden, Utah, and Colton, Calif., and reshipped as whole grain and as flour and bran to Los Angeles. Asks rates and reparation.

23432. B. Barteldes Seed Co., of Lawrence, Kans., v. Abilene & Southern et al. Unjust and unreasonable rates on millet seed, carloads, between points in New Mexico, Texas, Oklahoma, Louisiana, Arkansas, North Dakota, South Dakota, Colorado, Nebraska, Kansas and Wyoming. Ask for reparation of all charges in excess of 112 per cent of the current wheat rates.

## Grain Carriers

Due to the efforts of the Norfolk & Portsmouth Freight Traffic Comm., grain rates between Virginia cities and No. Carolina points have been equalized with those applying within No. Carolina, effective June 2.

For the week ending May three, 39,056 cars were loaded with grain and grain products. This was an increase of 272 cars over the corresponding week of 1929 but a decrease of 4645 from the same week in 1928.

**Frankfort, Ky.**—The Kentucky Legislature has enacted a law empowering the state railroad commission to investigate on its own motion and make a general revision of rates on any commodity.

In anticipation of the car demand for the transportation of wheat, L. M. Betts, Manager, Closed Car Section, Car Service Division, American Railway Ass'n, has issued a statement analyzing the present situation and outlining a code of procedure designed to facilitate the movement of this traffic.

**Dalhart, Tex.**—Six new towns on the Rock Island between Dalhart and Morse, Tex., have been located by the railroad engineers, and applications for sites on which to build grain elevators have been filed at each point. The new towns are Dalmar, Exum, Spann, Phillips, Alatman and Capps.

A plea in the Louisiana legislature for an appropriation of \$60,000 to cover part of the cost of the right of way in Terrebonne Parish has been made by Mayor Walmsley, New Orleans, and Governor Long in an effort to avert the lapsing of the appropriations covering the projected 102-mile link of the Intracoastal Canal between New Orleans and Morgan City, La.

The annual report of the Inland Waterways Corporation for the calendar year 1929 showed a net loss for the year of \$108,295.

The total net income from operations amounted to \$364,097, of which \$362,663 was derived from operations of the lower Mississippi division, and \$1,434 from operations of the Warrior River terminal company.

The railroads in 1929 investigated and paid 74.7 per cent of all claims within 30 days after such claims were filed, compared with 74.1 per cent in 1928. Within the first 90 days after such claims were filed, the railroads in 1929 had paid 91.3 per cent of all claims compared with 91.5 per cent in 1928. The number of claims handled in 1929 totaled 2,514,578, compared with 2,371,991 in 1928.

A petition of Baltimore commercial interests for the reopening of the case involving the railroad freight rate differentials on export and import traffic through Baltimore was denied last week by the interstate commerce commission. The commission previously granted somewhat larger differentials to the ports of Baltimore as compared with differentials to New York, Philadelphia and Boston, but not enough to satisfy Baltimore interests.

**Walton H. McGean**, chairman of the Lake Carriers' Ass'n committee on bills of lading, points out that the present bill of lading in connection with grain contracts between U. S. ports carries a clause in which the vessel operator guaranteed the absolute seaworthiness of the ship. This, he asserted, is inequitable and places a burden on the operator that should be lightened. The inclusion of a clause providing for "due diligence" on the part of the operator was all that should be required, he says.

**Hutchinson, Kan.**—Geo. Gano has settled out of court the \$48,000 damage suit for delay of grain shipments in transit.

The Inland Waterways Corp'n is prepared to handle a minimum of 5,490,000 bushels of grain from the northwest in the present season, according to an announcement from the Minneapolis offices. But with the use of additional equipment, already in readiness, the barge line operating on the Mississippi river can care for much more than that total. The largest amount ever shipped from the northwest by river barge was 2,300,000 bushels in 1928.

**Examiner Smith**, in No. 22487, William W. Wheelock and William G. Bierd, as receivers of the Chicago & Alton, vs. A. C. & Y. et al., has recommended that the Commission hold that the divisions, past and present, of joint rates on grain, grain products and by-products on traffic from Peoria, Ill., to destinations east of Buffalo, as between lines having rails east of Chicago and Chicago junction points, on the one hand, and the Alton and the lines which extend from Peoria to such junction points on the other hand, are and will be unreasonable and illegal.

The bill, amending the claims provisions of the bill of lading, having become a law through the signature of President Hoover, plans are on foot for a conference between the carriers and the National Industrial Traffic League as to the exact language of the new bill of lading, which will become effective, it is expected, about the first of August. It is pointed out that shippers should bear this in mind in ordering supplies of bills of lading and it is understood that, when the new bill of lading becomes effective, it will not be permissible to use the old form with the new language stamped in or otherwise shown as a correction.

In its disposition of Docket Bulletins No. 115-TX, the Texas-Louisiana Tariff Bureau, Texas Section, advises of the disposition of its Docket No. 5948-3TX in the following way:

"Approved with the following changes: Paragraph (a) was revised to read as follows: (A) Except as provided in Paragraph (b) the time limit at transit point or points, for the application and completion of all transit privileges authorized by these rules (Items Nos. 800 to 817), shall not exceed one year from the time, per paid inbound expense bill, received at the first transit point. Commodities accorded transit privileges for other purposes than milling must be reshipped within ten months, except on Wheat Bran, Wheat Shorts, Corn Bran and Hominy Feed stopped after having been milled, the time limit at the second transit point shall be the unexpired balance of the twelve months allowed for milling. The time limit for milling shall be twelve months, except that where milling is at the second (or where two previous stops are taken on intrastate shipments of Ear or Snapped Corn and Sorghum Grains or Seeds, the third) transit point the time limit at that point shall be two months in addition to the unexpired balance of the ten months allowed at the first transit point. If commodities are held longer than the time limits herein provided, the inbound expense bills for transit purposes shall be null and void.

"Grain and grain products, Transit Rules: Time limit (contd.) paragraph (b) was amended by revising the last paragraph to read: 'There after the time limit for shipment under such bills will, in lieu of provision of paragraph (a), be 22 months for purposes other than milling, and 2 years for milling privileges, from date of such freight bills surrendered at first transit point; this to apply only in connection with such freight bills dated not earlier than June 20, 1929.'

The railroads' loss of passenger traffic to the highways and airplanes from 1920 to 1929 was equivalent to a 9 per cent reduction in freight rates.

**Barge line operation** over the Missouri River from Kansas City to the Mississippi about July, 1931, is the present prediction of those who are in touch with the amount of work completed and with that which must still be done.

**E. H. Hogeland**, president of the Southwest Miller's League, while in Washington recently urged the necessity of the Interstate Commerce Commission announcing a decision on the Western grain rate case immediately or wait until next fall after most of the southwestern wheat crop had been marketed. He pointed out that thirty days' notice must be given the railroads before the new rates become effective and that to make the rates apply at the start of the new crop, a decision must be reached by June 1.

## The answer to your drying problem

ELLIS Grain Driers  
for coarse grains, seed  
corn, beans, peas and  
similar materials.

ELLIS Rotary Driers  
for meal, grits, all kinds  
of granular products,  
and for sterilizing pack-  
age goods.

Special Equipment, in-  
cluding oat bleachers,  
sterilizers, cookers,  
feeders, steam traps and  
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*Inquiries solicited.*

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Division of G. L. M. Corp.

822 W. Washington Blvd.  
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## Supply Trade

**Kankakee, Ill.**—Dr. William H. Wilson, father of Ross B. Wilson, Chicago grain elevator engineer, died suddenly at his home here Apr. 30.

**Calgary, Alta.**—Elevator construction work is not very promising at this time, but we are looking for more favorable results starting some time in June.—Voss Bros.

**Washington, D. C.**—The Textile Bag Manufacturers Ass'n and its members are charged with price fixing and division of territory before the Federal Trade Commission in Docket No. 1765. Replies to the charges have been filed by some of the bag manufacturers.

**Des Moines, Ia.**—Making a business of renting out hammer mills to be placed on trucks to go from farm to farm for the solicitation of grinding from individual farmers will hardly make any friends for the concern promoting this unfair competition with the regularly established feed grinder.

**Prescott, Ont.**—The Canadian Government elevator under construction will be almost completely equipped with SKF bearings. A total of 498 bearings have been supplied together with self-aligning pillow blocks and bracket boxes for use on the various elevating, conveying and other equipment in the elevator.

**Amarillo, Tex.**—The White Star Co. of Wichita, Kan., is opening a branch here which is called the Amarillo Elevator Equipment Co. The stock is carried in the Amarillo warehouse and orders may be taken care of promptly. It is the desire of the company to give its customers service and quality at a reasonable price.

Are you a real marksman or just another advertiser? In selling today you have to score in the inner circle. There is no room for those who can only wake the empty echoes with futile shots that hit nothing.—The Chieftain.

**Riga, Latvia.**—The *Isvestia* of Moscow reports that all work on Lena enterprises in Siberia has been halted, and that American and British engineers employed in the gold fields concession have been ordered to leave. The concession was the most important in Russia, and was arranged by Walter Brown, the American engineer appointed by Herbert Hoover to head the famine relief expedition of 1921. Its collapse leaves Russia without a single important enterprise being run by foreign capital. The trouble was started by a soviet ruling forbidding the export of bullion from Russia. While the investment of capital in Russia may be hazardous it is believed American engineers employed in construction will not be affected.

**Marion, O.**—The Grain Machinery Co. reports the following recent installations of Haines Feed Mixers: B. C. Synder, Williamstown, Pa.; Mahnken & Guzman, Rockville, Conn.; Winfield Farmers Union Co-op, Winfield, Kan.; Licking Milling Co., Licking, Mo.; Siler City Mills, Siler City, N. C.; Apple River Mfg. Co., Clear Lake, Wis.; Bush Feed Store, Washington, Ia.; Huse Bros. Co., Mitchell, Ind.; Davis Grain Co., Michigantown, Ind.; Waynesburg Mfg. Co., Waynesburg, Pa.; Millinger & Son, Akron, Pa.; Cherokee Grain Co., Cherokee, Kan.; Clemmons Mfg. Co., Clemmons, N. C.; St. Marys Grain Co., St. Marys, O.; Troy Grain & Supply Co., Troy, O.; East End Supply Co., Cincinnati, O.; Blissfield Co-op. Co., Blissfield, Mich.; Farmers Supply Co., Woodbine, N. J.; B. H. Elevator Co., Valley City, O.; Farmers Co-op. Ass'n, Cape Girardeau, Mo.; Grothe Bros., Geneva, Nebr.

**Detroit, Mich.**—A new and different conveyor catalog has just been published by the Palmer-Bee Co. It is attractively done in two colors, which makes it possible to draw attention to many features. The catalog is intended to appeal to the man who wants to see close-up photographs of actual installations of interest to him, and full size details of construction. A copy of this catalog will be sent Journal readers who write the company requesting it.

**Geo. M. Verity**, Chairman and Charles R. Hook, Pres., The American Rolling Mill Co., and W. L. Allen, Pres., Sheffield Steel Corp., announce that the directors of The American Rolling Mill Co. and Sheffield Steel Corp. have successfully concluded negotiations for combining the interests of the two companies. When effected, the combination of the two companies will add to the products of the American Rolling Mill Co. merchant bars, billet and rail steel reinforcing bars, bolts, nuts, rivets, spikes, tie plates, oil field and railroad forgings and bar iron, barbed wire and nails, and will give to the American Rolling Mill Co. immediate production at Kansas City of blue annealed sheets. Sheffield already has two blue annealed jobbing mills in operation. When arrangements are completed the combined companies will have plants at Middletown, Zanesville, and Columbus, O.; Ashland, Ky.; Butler, Pa.; Kansas City, and Oklahoma City, Okla. The Sheffield Corp. was formed in 1925 as a Delaware Corporation to acquire the Kansas Bolt & Nut Co., organized in 1888. Present plants are situated in East Kansas City, Mo. In addition to the two blue annealing mills, the company operates four open-hearth furnaces, a bar-iron and rail and rerolling mill, bolt, nut and forging works, a wire mill, bar and rod mill and a blooming mill. Capacity of the Sheffield plants is in excess of 200,000 tons annually.

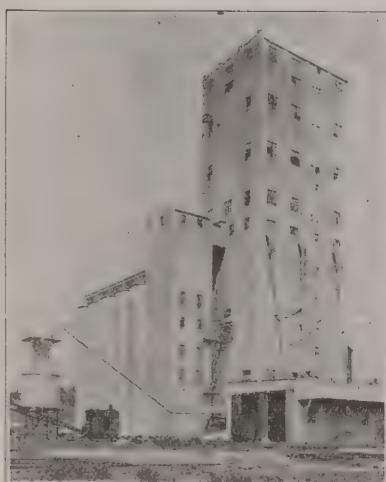
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Have all the advantages and flexibility  
of Hess Steam Heat Driers  
WITHOUT  
Expense and Bother of Steam Boilers

*Simple to Install Simple to Operate Automatic*

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1,000 Bushel Hess Direct Heat  
Drier and Cooler

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HESS DRIER COMPANY OF CANADA, LTD.  
68 Higgins Avenue, Winnipeg, Manitoba

LET US PLAN A GRAIN DRYING PLANT FOR YOU

# Feedstuffs

## Meat Production Down

A slight decrease in total meat production and consumption in the United States last year, as compared with 1928, is reported by the Bureau of Agricultural Economics, which places total production of dressed meat, not including lard, at 16,803,000,000 pounds in 1929, as compared with 16,955,000,000 pounds in 1928.

The 1929 total is made up of 6,065,000,000 pounds of beef, compared with 6,082,000,000 pounds in 1928; 816,000,000 pounds of veal against 814,000,000 pounds in 1928; 699,000,000 pounds of lamb and mutton against 671,000,000 pounds, and 9,223,000,000 pounds of pork against 9,387,000,000 pounds. Of the total 1929 production, 66.56 per cent came under Federal inspection.

## Feed Trade Notes

A process, known as dry rendering has been developed, for the manufacture of tankage, which improves its feeding value and does away with the objectionable odor. It is predicted that in a comparatively short time, practically all of the tankage will be manufactured by this new process.

The recent importation of Argentine bran caused a good deal of comment, especially among the politicians. Now that European bran is reported as being offered at various Atlantic and Gulf ports and as Argentine flax, in rather large volume, has reached Minneapolis, lamentation, over the sad fate of the American farmer, is pretty sure to be loud and protracted.

Among the rather startling facts brought out at the recent meeting of the Dry Milk Institute, was one indicating that there had in 1929 been an increase of 65 per cent in the amount of dried skim milk used for animal feeds, over the figures for 1928. It was pointed out by one speaker that the amount of dried butter milk was limited and the market frequently oversold, whereas the limit on the production of dried skim milk was really only limited by the demand.

## Practical Poultry Farming

by L. M. Hurd

extension instructor in poultry husbandry, New York State College of Agriculture at Cornell University, is an up to date treatise on the raising of poultry. The poultryman who keeps hens as a main enterprise, the farmer whose flock is incidental to other farm operations, and the feed dealer who wants to talk knowingly about poultry raising will all find the book useful and profitable to read. Printed in large type, and with many illustrations, its 400 pages are full of practical information.

Price \$3.50, f. o. b. Chicago

## Grain Dealers Journal

332 So. La Salle St., Chicago, Ill.

## Production of Alfalfa Meal

Production of alfalfa meal in the United States during April, 1930, totaled 15,588 short tons, according to reports received from meal manufacturers by the United States Department of Agriculture. This production was about two-thirds that for the previous month but slightly more than was reported for April last year. This season's production through April was 23,796 tons less than for the corresponding period last year but 35,021 tons above the production from July through April two years ago.

Month	1929-30	1928-29	1927-28
July	24,408	26,707	14,674
August	28,884	38,716	19,738
September	32,252	42,925	28,128
October	40,847	40,427	36,236
November	27,785	33,132	37,760
December	42,077	31,898	35,739
January	44,821	51,232	40,228
February	41,653	37,393	30,246
March	22,871	27,893	25,551
April	15,588	14,659	17,865
May		9,686	16,001
June		19,385	26,492
Total for year	374,053	328,658	

## Feed Trade Marks

Puritan Mills, Atlanta, Ga., filed ser. No. 296,147 the words "Big Boy," for dairy feeds.

Stuhr-Seidl Co., Minneapolis, Minn., filed ser. No. 296,988, a fanciful design of four horsemen carrying banners on which are printed the words vitamin, protein, iodine and mineral, for feed concentrates for fowls and animals.

American Milling Co., Peoria, Ill., filed ser. No. 296,848, the word "Alfal-fat," for stock food.

## Feed Trade Marks

Raven Mfg. Co., Council Bluffs, Ia., filed ser. No. 296,826, the word Raven and the number 40, with the picture of a raven, for hog feed.

What can be done with dairy cows, through proper breeding, proper feeding and proper care, is exemplified in the record of Colorado's champion cow, belonging to L. T. Winger, of Brush. On March 3, she completed her official year's test with a production of 31,774 pounds of milk and 1,056 of butter fat. In one day, she produced 148 pounds of milk or 17.2 gallons.

Cottonseed meal has been found to be one of the best remedies against two serious human diseases as the result of experiments conducted by the Department of Agriculture and the National Cottonseed Products Association. Meal, which is almost as rich as yeast in vitamin G, used in the cure of pellagra, and in vitamin B, the anti-beriberi vitamin, according to the Department.

Seeing side-line merchandise often prompts buying! Goods that are needed literally sell themselves, to a great extent, when properly displayed. They are their own "reminder advertising." Such reminders, plus a good sales suggestion, frequently result in the purchase of several or many items, besides the one for which the customer came to the elevator. The result is that the person who comes to your place of business for a dime's worth of salt may leave there with several dollars' worth of other merchandise.—From Carey Salt Co.'s "Book of Profits."

H. L. Russell, dean of the College of Agriculture of the Univ. of Wis., has resigned to accept the position as head of the Wis. Alumni Research Foundation. It is said that his new work will center around the irradiation of foods and feeds.

## J. P. PARKS

### MILL FEEDS

Dried Buttermilk—Linseed & Cottonseed Meal  
Brokerage Exclusively  
400 New England Bldg. Kansas City, Mo.  
327 So. La Salle St., Chicago, Ill.  
719 Chamber of Commerce, Buffalo, N. Y.

## PERFECTION DOG FOOD

A Prepared Meat-Cereal Food-Cooked, Ready-to-feed  
Everywhere throughout the country Feed and Seed dealers are realizing the importance of securing local "exclusive" territory for the sale of

### PERFECTION DOG FOOD

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with Palatable Old  
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## FAIRMONT'S

## Pure Flake Buttermilk

9 Large Plants  
Excellent Service

THE FAIRMONT CREAMERY CO. U.S.A.  
OMAHA, NEBRASKA

## Feed Meeting at French Lick

When President McMillen called the 22nd annual convention of the American Feed Mfr's Ass'n to order at French Lick Springs, on May 22nd, he was faced by a room full of interested members from all parts of the country. He first called upon traffic manager Field for an announcement concerning the golf tournament, after which he presented his annual address, which, in part, is as follows:

### President's Address

As I was making some notes a few weeks ago in preparing this paper, I was interrupted by a gentleman on the radio who was saying—"these three pure oils properly blended form the base of this great soap—Palmolive—ask the beauty experts about it." I tuned in on another station just in time to hear the closing remarks of another—"these wholesome ingredients properly blended and carefully baked bring to your table at the lowest cost the best bread of all time—Tip Top—ask your grocer." Turning the dial another notch, I found that the chicks which came from XYZ Hatchery were from blood tested flocks, and that their way of producing baby chicks was the most economical, etc.

The soap kettle on the farm is practically a thing of the past; home baking is almost a lost art, and the setting hen has no place in our present economic set-up. The mixed feed industry has likewise passed through many stages of development since this association was formed, and though as an association and as individual firms who make up this association, we are still making rapid strides.

I remember in my boyhood days on the farm that many times when Mother killed a hen, she stated that she had made a mistake because she had killed the wrong hen. She was only getting a few eggs, and this hen was one of the few producers. Mother did not realize at that time that the yolks of the eggs which she found would not be laid because the proper kind of nourishment was not being furnished to complete the egg so far as albumen and shell was concerned. She found out years later that something beside carbohydrates in the form of farm grains should be fed. She found out by experience that a bran mash which was composed of bran and hot water along with some table scraps would increase production. Later on, we found out through the agricultural colleges that a mixture of by-products with higher protein would still produce more eggs. The agricultural colleges then through extension in a crude way, later through county agents, home demonstration, and various other means of education, taught the more progressive feeders that the use of proteins and concentrates should be blended and mixed and used in connection with their farm grains. We then passed through a period in which the feed manufacturer started to develop in a more intelligent way the blending of mixed feeds.

Many of them felt that the agricultural institutions were not in sympathy with the work which they were doing, and many agricultural institutions felt that the feed manufacturer was not sincere, and that he was doing many things that were not consistent. In the past few years, however, the members of our association have worked more closely with these institutions of learning, and there now seems to exist a feeling that our job is pretty much the same. It is one of education. Our real job is not one of destruction; that is, attempting to procure the other man's business, but it is more one of construction; that is, educating new feeders regarding the problem of nutrition and proper care of their flocks and herds.

**Increased Egg Consumption.**—Poultry population in the U. S. is approximately 400,000,000 hens. Average annual production per hen in the U. S. estimated at 5 dozen. Amount of mash feed hens in the U. S. should consume at 35 pounds per hen per year—7,000,000 tons. Estimated percentage of hens fed any kind of mash—25 to 35%. Estimated amount of mash that should be fed to hens not receiving any mash—5,000,000 tons annually.

Poor feeding is a primary factor in the low annual egg production per hen. Feeding a balanced ration, without giving consideration to other factors, partially responsible for low average egg production, such as breeding, sanitation, etc., could easily increase the average annual egg production one dozen eggs per hen.

Average egg production on demonstration flocks supervised by agricultural colleges average from 120 to 140 eggs annually per hen. On these flocks good feeding methods are practiced. Feeding is considered one of the important factors on bringing about the improved average production on demonstration farms over the average production for the U. S.

An increase of one dozen eggs per hen in the U. S., with an average valuation of 30c per dozen for the year, would mean an additional income of \$120,000,000 per year to the American farmers. An increase in production would create a surplus unless the consumption were increased proportionately. An increase of one dozen eggs per hen per year for the U. S. would necessitate an increased consumption of about three dozen eggs per capita for the U. S.

The per capita consumption of eggs in the U. S. at the present time is 207; in Canada per capita consumption is 337. Increasing the per capita consumption in the U. S. 36 eggs per year would bring the per capita consumption to 243 eggs. This average would still be considerably less than the Canadian average. Better production through better feeding will increase the average egg production with a proportionate increase of the American farmer's income. Better quality eggs with an educational program properly directed will increase the per capita consumption of eggs in the U. S. to take care of normal increase in production resulting from better feeding practices.

**Increased Milk Consumption.**—Dairy population of dairy cows in the U. S. is 21,824,000. The average milk yield per cow 4,500 pounds per year. The per capita consumption of milk per day is 3/5 of a quart. Dr. McCullum says "Milk is just as necessary in the diet of an adult as in that of a growing child." Milk is our greatest protective food, and its use must be increased. Every adult, according to him should drink at least one quart of milk each day and each child more, if possible.

By increasing the per capita consumption of milk to one quart per day, a market would be provided for 48,000,000 quarts of additional fluid milk per day. This, at 5c per quart, would mean an additional revenue of \$2,400,000 per day or \$876,000,000 per year to the American farmer.

The per capita consumption of butter in the U. S. in 1929 was 17 pounds. The per capita consumption in Canada in 1929 was 26 1/2 pounds. If 120,000,000 people in the U. S. ate 9 1/2 pounds more per person per year, as is done in Canada, it would mean an additional market for 1,140,000,000 pounds or an additional revenue of between \$350,000,000 to \$400,000,000. I believe these figures are logical, and if they are, it shows

where an additional revenue of over \$1,000,000,000 is due the American farmer through the additional use of fluid milk and butter.

I could give you additional figures by the page, and we might discuss these matters at our annual convention until we were black in the face and might conclude that we had accomplished as much as the old lady claimed her sons accomplished. She stated that on rainy days they got together in the barn and made all kinds of money trading among themselves. Our job is not only to exchange ideas but to get out in the field and accomplish the thing that we know must be accomplished and which can be done only through education.

It is doubtful if the producers of milk will take the initiative in this great educational campaign, but we wonder what would happen if even so small an amount as 5% of the money was appropriated for the use of the Federal Farm Board was used in an educational campaign of this character. What results would it net? Would it be a campaign that was constructive in its character or would it be one of doubtful temporary results? I believe without a doubt that it would mean the beginning of a much more permanent basis of prosperity for the American farmer than any plan heretofore evolved.

**Future Booking.**—Again the question of long-term contracts is being considered very seriously. The Northeastern States Feed Manufacturers' Ass'n, The Northwestern Feed Manufacturers' Ass'n, The Southern Feed Manufacturers' Ass'n, have all had meetings and are desirous of eliminating the long-term contract which is, no doubt, one of the greatest evils in the industry. The long-term contract carries with it the price guarantee whether or not it is so stated in the contract. I might now enter into a long discussion regarding the evils of long-term contracts, but it is not necessary. To all who have had experience, it is a well-known fact that early, long-term contracts which necessitate early buying causes fictitious values and a sort of speculation which should be eliminated. We believe that the average manufacturer is becoming more conservative in regard to these long-term contracts, and that he is becoming more interested in the educational program than he is in speculation.

**Colleges, Experiment Stations and Agricultural Press.**—No rehearsal is necessary of the countless benefits which have resulted from the organized effort and scientific research of all these contributing agencies which have worked ceaselessly for a more prosperous agriculture. Today's progress in the farm field is linked too closely with the outstanding achievements of the colleges and experiment stations and public press to call for a long recital of specific examples. For our part we gratefully acknowledge the debt which we believe every progressive feed manufacturer—and every owner of farm

## HELLO

GO to your conventions in June, dealer, manufacturer or whatnot. Go and stick out your right hand and hear the other fellow's story.

Good, indifferent or bad winter that is past—go anyway—it will pay you—if you go to get something out of the meetings—and not just to be there.

## HELLO!

**Arcady Farms Milling Co.**  
**Chicago, Ill.** **Kansas City, Mo.**

animals—owes to the pioneers in research, and the practical feeding specialists, who have supplanted ideas with facts—and vague theories with definite practices of known value.

#### Report of Secretary Brown

As copies of the reports of Secretary Brown and of Traffic Manager Field had been mimeographed and made available to the members, neither was read. Mr. Brown commented briefly on his report, stating among other things that but 7 of the states have or will hold regular legislative sessions in 1930 and that therefore, but little in the way of feed legislation need be looked for. Referring to the Agricultural Marketing Act, he said its enactment was causing considerable concern to all lines of industry and he expressed the hope that "the feed manufacturing industry and the high ideals upon which our nation's trade and commerce is based, viz., individual thought and effort will not be seriously disturbed."

He reported that the Nat'l Cottonseed Products Ass'n had amended its trade rule No. 262 to provide that where analysis of cottonseed cake or meal established a basis for a claim because of a deficiency in protein from that claimed, that all expense for analysis should be assumed and paid for by the seller. He also reported that trading rule No. 101, of that association had been changed so as not to permit the use of coloring in prime cotton seed meal, and that another rule had been changed so that deficiency claims are to be made on the basis of delivered price at destination, instead of f. o. b. He said, however, that the rules committee of the Crushers Ass'n, had refused to favorably consider a modification of rule 143. The executive committee of the Feed Mfr's Ass'n by appropriate resolution had requested these changes, but the cotton seed people had said it was impossible to regulate the protein content of slab cake within 1½ per cent.

Secretary Brown reported a membership of 164 as against 168, a year ago, 3 new members having been elected and 7 lost.

The report of Traffic Manager Field outlined the more important things handled by him and his traffic committee, and urged the members to consult with his department not only upon general but also upon individual traffic matters.

#### Address by Arthur W. Clark

"Present Day Feed Problems" was the subject of the address by Arthur W. Clark,

President Ass'n of American Feed Control Officials. Among other things, he said:

A short time before I was asked to address your Convention, I read an article entitled "Mixed Feed" appearing in the March number of the Country Gentleman. I believe that impartially written articles of this nature will aid to some extent in the more common use of commercial mixed feeds. I thought perhaps it might be of interest to you to discuss a few of the points brought out in this article. A statement was made to the effect that "the total production of mixed feeds during the past year, according to the best available figures, was about 10,000,000 tons, which is about twice the volume ten years ago." The statement was also made that "the trend is so definitely upward that it would not be surprising if the business doubled again during the next decade." I certainly hope that your volume of business will be in accordance with the prediction made concerning it.

At the present time the dairy industry is facing a period of readjustment which may affect the volume of production and the type of feeds used for some years to come. During periods of low milk prices some dairymen decrease the quantity of grain fed, thus reducing milk production, especially during winter months when normally the consumption of grain would be greatest, while others purchase the cheapest sort of grain ration that can be obtained. I believe that a considerable part of the present situation is due to the fact that the average farmer is keeping too many "cow boarders," or, in other words, cows that do not produce enough milk to pay their feed bill and eat up all the profits that the good producers make. If these "boarders" were culled out and the heavy producers fed to the limit, the balance sheet would show a profit instead of a deficit under normal conditions.

In the present emergency I believe that dairy rations with protein content from 16 to 20 per cent made from ingredients of good quality will be in demand. In this connection it may be of interest to mention an experiment of a very practical nature sponsored by the G. L. F. and the Dairymen's League which is being carried on at the Cornell Agricultural Experiment Station to determine the relative efficiency of 16, 20 and 24 per cent protein dairy feeds. It will be worth while observing the results of this feeding test carried on over a period of two or three years. If it should be found that the 16 or 20 per cent protein rations will show a greater net profit, a considerable saving of the high protein concentrates will be effected.

We think of protein as being the costly ingredient in animal rations, which is true of course, but it appears to me that the cost of some of the ingredients used as sources of carbohydrates is sometimes closer to the cost of the proteins than they should be. I suppose that this condition is influenced to a great extent by supply and demand.

Economical production in all the different branches of agricultural activity is an object greatly to be desired. In the fruit and grain growing industry, increase in yield per acre through the use of better methods of cultivation, the application of more efficient fertilizers or a saving in labor cost through the introduction of improved machinery for preparing the soil and harvesting the crop will tend to bring about more economical production.

Our information regarding the nutritional requirements of different farm animals has been increased to a considerable degree during the present decade. In the different Experiment Stations and Agricultural Colleges of this country there are in progress nearly 1000 different projects relating to animal nutrition and animal production. We have reason to expect that our present knowledge regarding these subjects will be further augmented when the results of these researches are available.

The scope of the work in progress is summarized in the report of the Office of Experiment Station as follows:

"The research work in progress in animal nutrition relates to the energy, protein, vitamin and mineral requirements for growth and reproduction and the influence of solar and other radiations upon nutrition. The experiments in animal production cover a wide field, ranging from physiological studies to observations of the habits of animals and to the effects of environmental conditions upon the ability to do the work for which they are best suited. Special emphasis is being placed on the development of methods

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Pres. D. W. McMillen, Chicago, Ill.

for making production more economical in order to meet changing conditions. The attainment of this end has necessitated more definite information for all classes of livestock on habits, physical structure, and the ability to respond to varying conditions."

A number of the different industries of our country support fellowships at some of our colleges and universities. If there should be any special problems relating to the feed industry it might be a good investment to establish a fellowship, sponsored by your Association for the benefit of the entire feed industry.

I consider that the open formula has considerable value as a means of teaching digestible nutrients to agricultural students but in actual practice as applied to commercial mixed feeds there are a number of objections, both from the standpoint of the feed control official and the feed manufacturer. Chief among these objections is the impossibility of checking up on the truth of the statements regarding the number of pounds of each ingredient except by calculation from the formula and comparison with the actual analysis. This method is liable to considerable error as the proportion of some ingredients could be changed and still approximate the analysis found.

Competition in your line of business has always been exceptionally keen, but during the past 8 or 10 years, the competition of cooperative associations has assumed considerable proportions, especially in some sections of the country. On account of the low operating cost of these associations you may find it necessary to adopt new methods of retail distribution in order to meet this competition. One of the strong points of these associations is their cooperation with the farmers. As an example of this sort of cooperation, I shall mention the sponsoring of the soy bean industry in the mid-west. It seems to me as an interested observer looking on from the side lines, that the feed industry should provide a market for the products of the grain farmer and in turn the farmer should provide an outlet for the mixed rations of the feed industry.

My remarks thus far have related to the problems of the manufacturer in relation to the consumer. The feed manufacturer and the feed control official have certain problems of mutual interest. I know that you are vitally interested in the work of the associa-

tion which I represent here today. According to the constitutions of our respective associations, we are working together for the accomplishment of a common object; namely, that of uniformity of feed laws and rules and regulations relating to the same. At the present time fair uniformity exists in feed laws with respect to concentrates and mixed feeds containing no low grade materials. There are several states which have special provisions with respect to the use of materials having a low feeding value. The greatest lack of uniformity appears to be in regard to this class of feeds. There is, however, general uniformity with respect to materials which are altogether prohibited, in states which have such provisions. We have already secured the general adoption of uniform registration blanks and 21 uniform rules and regulations. This year we are investigating the sizes of labels and sizes of type in common use as well as the requirements of different state laws where such provisions exist. We hope eventually to secure greater uniformity in the matter of labels. If some uniform method of assessing registration and inspection fees could be found, it would be one of the greatest things that could be accomplished for the industry, but I doubt if there is any one so bold as to suggest what such methods should be.

A problem which was called to the attention of the mineral feed committee at our last annual convention was that of the necessity of more clearly differentiating between ordinary mixed feeds, mineral feeds, tonics and medicines.

The question of definition of new products and the revision of existing definitions on account of changes in the process of manufacture is ever before us. Special committees have been appointed to study the following subjects during the present year: alfalfa products; dried and semi solid buttermilk; cod liver oil; mill feeds; screenings; corn chucks and related products; malt grains, gluten feed and meal; fish meal; table scrap meal; accuracy of sampling and preparation of samples for analysis and common English terms of ingredients.

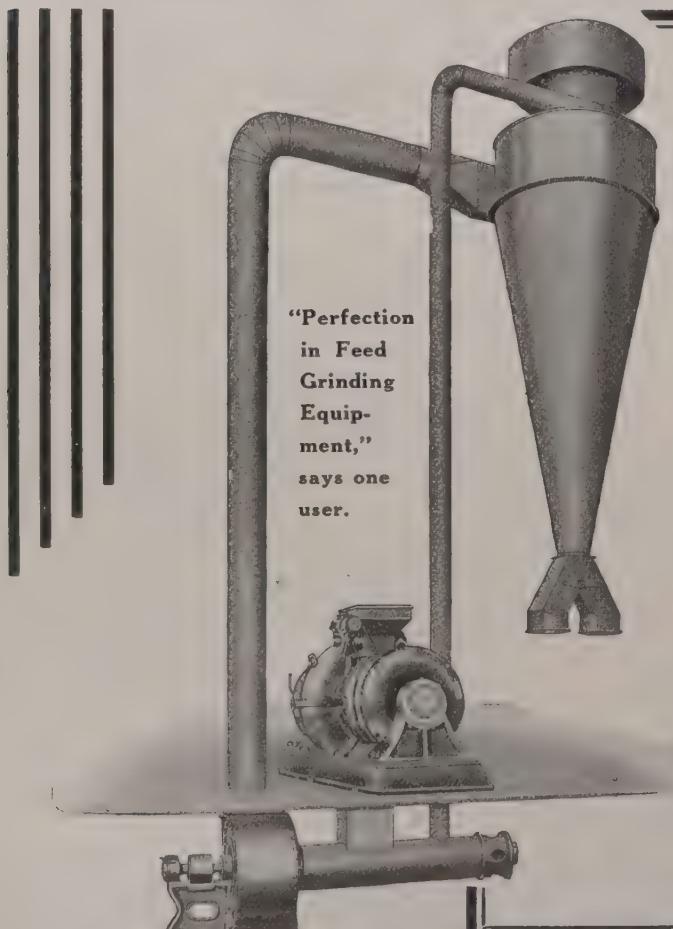
#### Trade Practice Conference Rules

Secretary MacNicol of the Southern Feed Ass'n reported on the trade practice hearing conducted by the Federal Trade Commis-

sion at Louisville on May 19. He said that the feed manufacturers in the south had always endeavored to fulfill as well as to enforce their contracts but that an agreement even between gentlemen, in times of stress and strife was not always kept, suggested trade practice rules had been formulated and submitted to the Federal Trade Commission, in the hope that they would be approved. Commissioner Marsh, who presided, pointed out, however, that the Commission in its approval of the last 4 or 5 sets of rules that had been presented to it had declined to sanction rules similar to No. 1, as presented by the feedmen. This rule as offered to the Commission for its approval, was as follows:

The business of manufacturing and selling mixed feeds in the South is dependent, to an essential degree, on conditions often beyond the control of the manufacturer and seller, such conditions including the strictly cash purchase of grains and other raw materials, the susceptibility of mixed feed ingredients to daily market changes beyond the industry's control, a freight rate structure regulating the milling in transit movement of raw materials and preventing back-hauls, and other insurmountable difficulties, the hazards of which being increased by the practice of guaranteeing against market decline and long time booking; therefore, the practice of guaranteeing against decline in market price in this industry, and the evil of contracting for deliveries of merchandise beyond sixty days from date of contract are fundamentally and economically unsound, subject the industry and the consumer to artificial and speculative influences, are unsafe for the industry, inimical to public welfare, and constitute an unfair trade practice.

After considerable discussion in reference to long time contracts and guaranteeing prices against market declines, the chairman, on motion, named the following a committee of 7 to consider the matter and report: Messrs. Clark, Hopkins, Barrett,



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They also ground 4570 pounds of corn, oats and barley in thirty minutes in a recent test. Here is what they say about their mill "it has helped us get new customers and satisfy our old ones." If you are having trouble meeting competition or want to reduce grinding costs get the details of this the Monarch Attrition Mill with air collector.

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Vilson, Lippelman, Nowak and Badenoch. This committee met on Friday evening, all of the other feed manufacturers having been invited to sit in with them. As a result of the deliberations of this special committee, the following resolution was given to the resolutions committee, by it presented to the convention on Saturday morning, and unanimously adopted:

WHEREAS, the American Feed Manufacturers Association was brought into being, as always labored and continues to work for those things that will advance the interests of the feed industry of the Nation; and, firmly believing that what is best for the industry as a whole is best for the feed manufacturer, the feed distributor and the feed consumer, and believing that the practices of making long term contracts and of guaranteeing prices against market decline in commercial mixed feeds are not conducive to the best interests of the industry.

Now, therefore, we, the American Feed Manufacturers' Association, recommend that our members avoid such practices and use their best endeavor to the end that non-member feed manufacturers do likewise.

#### Names Convention Committees

President McMillen named the following convention committees: Resolutions: Edward Drescher, A. F. Hopkins, O. E. M. Keller, C. B. Fretwell and C. N. Barrett. Nominating: Floyd Wilson, H. A. Abbott, Van Roy Miller, Geo. E. Keith and C. W. Chapin. Auditing: J. M. Adams, G. E. Hillier and W. S. Young.

#### Friday Morning's Session

The first speaker on Friday morning was R. M. Bethke of the Ohio Agricultural Experiment Station and he spoke on "The Place of Minerals in Poultry Feeding." His address is printed in substance in another part of this issue of the Journal.

#### Address by Henry A. Wallace

Henry A. Wallace, the final speaker, whose subject, "Even This Shall Pass Away," gave him latitude to talk on anything, said he had deliberately chosen it, because he did not know what he would or could talk about.

He said that from a personal experiment he had made upon himself, on coming out of college, he had found there were other things necessary in foods besides carbohydrates and fats. He wasn't sure whether future changes in animal feeding would be as remarkable as had been those of the past few years, but was of the opinion that there was still much to do in the "cut and try" work.

He said that as a result of a suggestion he would talk on the live stock cycle. He didn't see how the feed manufacturers would be particularly interested, for if hog prices were down it would be due to an increase in production calling for more feeds, while if prices were up, more and better feeds would be needed to increase production. He spoke of hogs as having a 2 year cycle, with cattle running 15 years from peak to peak. He said that as to sheep the cycle was not as pronounced as prices had been going up and up, but that a peak had at last been reached and that lambs were now selling for about half what they were a year ago and he did not think prices would be again on a profitable basis for two years. He was fearful that the country was in for an over production, and consequently low prices for poultry and eggs, the commercial hatchery having revolutionized the whole poultry industry.

#### Resolutions

Among the resolutions adopted, was one of thanks to the speakers; to the French Lick Springs Hotel; to the officers, and members of the executive committee; to the golf and bridge committees; to the donors of the numerous golf and bridge prizes, and

one to representatives of the agricultural, farm, poultry, and trade press, thanking them for giving publicity, during the year, to association activities, and for sending representatives to the convention.

A resolution was also adopted expressing regret at the death, during the year, of Dr. B. B. Ross, of Auburn, Ala., and of Hon. Thomas Holt, Dairy and Food Commissioner of Conn. Also one expressing regret at the enforced absence of Treasurer Anderson, and the hope for his speedy recovery, and one wishing Chairman of the Executive Committee Suits, now in Europe, a pleasant vacation and a safe return to his home.

#### Election of Officers

Officers and directors elected, were as follows:

Pres., D. W. McMillen, Allied Mills, Chicago; First Vice-Pres., Edward Drescher, Alfocon Milling Co., St. Louis; Second Vice-Pres., Van Roy Miller, Nutrena Feed Mills, Kansas City, Kans.; Third Vice-Pres., C. N. Barrett, Northrup King & Co., Minneapolis; Treas., W. R. Anderson, Milwaukee, Flour & Feed; Sec., L. F. Brown, Chicago; Traffic Manager, R. M. Field, Chicago.

**Executive Committee**—W. E. Suits, Chairman, The Quaker Oats Co., Chicago; H. A. Abbott, The Albert Dickinson Co., Chicago; O. E. M. Keller, J. J. Badenoch Co., Chicago; G. G. Keith, Hermitage Mills, Nashville; C. W. Chapin, Chapin & Co., Hammond, Ind.; A. F. Seay, Ralston Purina Co., St. Louis; the President Ex-Officio.

**Board of Directors**—Searle Mowat, The Larroche Milling Co., Detroit, Chairman; J. M. Adam, Anheuser-Busch, Inc., St. Louis; C. P. Wolverton, Maritime Milling Co., Buffalo; M. M. Nowak, Nowak Milling Corp., Hammond, Ind.; C. B. Fretwell, Sparton Grain & Mill Co., Spartanburg, S. C.; Jim Rapier, Rapier Sugar Feed Co., Owensboro, Ky.; G. Schmierer, Quisenberry Feed Mfg. Co., Kansas City; G. J. Stone, Universal Mills, Ft. Worth; W. D. Walker, Arcady Farms Milling Co., Chicago; J. F. Baker, Lamar Alfalfa Milling Co., Lamar, Colo.; C. E. Hillier, Penick & Ford Sales Co., Inc., Cedar Rapids; A. F. Hopkins, Chas. M. Cox Co., Boston; J. L. Reque, Hirst & Begley Linseed Works, Chicago; L. C. Lord, The Early & Daniel Co., Cincinnati; J. M. Wilson, Meridian Grain & Elevator Co., Meridian, Miss.

The President Ex-Officio.

#### The Annual Dinner

The annual dinner of the organization, served in the main dining room of the hotel, was attended by a record breaking number of members and their friends, including many ladies. After a splendid dinner, faultlessly served, Captain T. Dinsmore Upton of Muskegon, Mich., was the speaker of the evening and his address, "Funny Side Up," was especially well received. His fund of funny stories and new jokes, appeared to be inexhaustible and he closed his talk with a most earnest appeal to those present to cultivate and make real partners of their own children.

#### Convention Notes

S. T. Edwards & Co., of Chicago, exhibited models of their new feed mills.

Every part of the country was represented at the meeting, total registration numbering well over 240, 281, however, being registered at the hotel.

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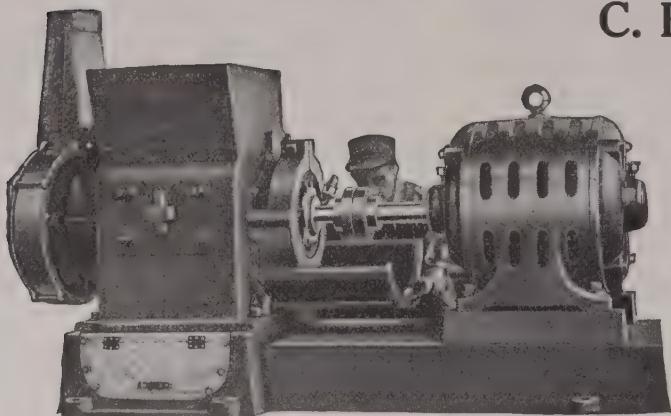
Manufacturers of a complete line of feeds for poultry, swine, dairy cattle, beef cattle, horses, mules, sheep, rabbits, dogs, fur-bearing animals, etc. Poultry feeds always sacked in NUTRENA Golden Bags.

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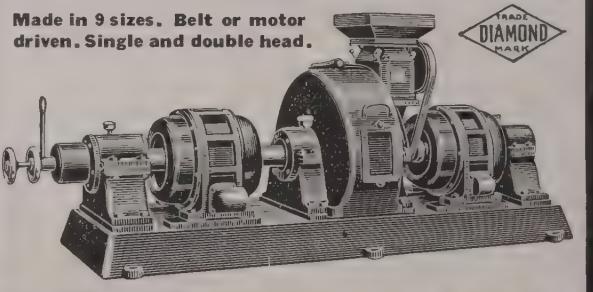


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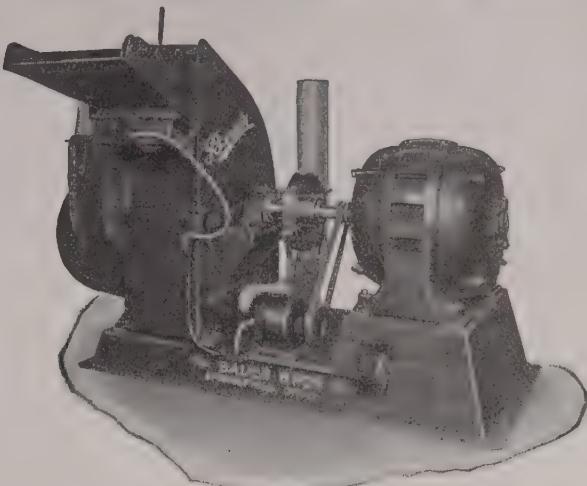
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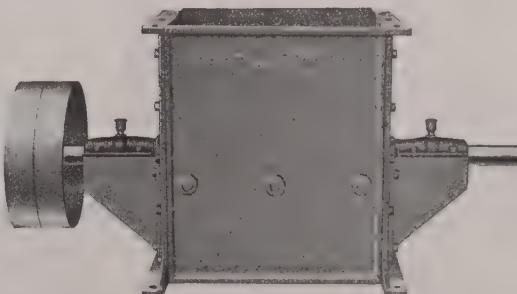
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# The Place of Minerals in Poultry Feeding

By R. M. BETHKE

(Address delivered at the annual convention of the American Feed Mfr's Ass'n at French Lick, Ind., May 23, 1930)

The modern trend of poultry husbandry is in the direction of intensive management and production. The poultryman of today desires birds capable of rapid growth or early maturity, and expects them to lay 200 eggs or better in a year. As a result there is a risk that some of the old procedures governing the feeding of chickens, while adequate for past requirements, may fail to meet the present demands.

The importance of protein and the energy yielding, or "starch value" of feed stuffs, as well as the necessity of certain vitamins, is fairly well understood. But the substances classed as inorganic constituents (ash or mineral) and regarded too often as merely dead material necessary for giving rigidity to the bony framework, have not received the proper attention that their importance warrants.

It is a mistaken idea that minerals are required only for bone formation. Their more important functions are performed in the soft tissues where they are essential constituents of the living matter. A chicken will live as long in complete starvation as on a ration wholly deprived of its minerals, which is no cause for wonder when the functions they perform in the body are realized.

It hardly seems necessary to go back very far into elementary nutrition before a group of feed manufacturers or feed merchants. However, it may be desirable to refresh our memory and stress some of the functions of minerals in the body, so as to gain a better conception of their importance.

**The Necessary Minerals.**—There are ten or twelve minerals that must be supplied in the poultry ration if it is to fully serve the bird's requirements. These mineral elements not only form the bony skeleton but are present as essential constituents in the blood and soft tissues, where they play an important part in all the chemical and physical processes that take place during life. More specifically, calcium, magnesium and phosphorus are needed for bone formation. Calcium also for egg shell formation. In addition these three elements are important constituents of the blood. Calcium and phosphorus are also found in the white and yolk of eggs. Sodium and potassium are needed as constituents of the body fluids and tissues. Chlorine is essential for the proper functioning of the digestive processes. Iodine is required in small quantities and is found in the thyroid glands. Sulphur and silicon are constituents of the feathers. Iron appears in the yolks of eggs and also enters into the make-up of haemoglobin, which gives to the blood its power to carry oxygen. Besides these, copper, zinc, manganese, arsenic, and probably fluorine, are found in small quantities. Besides acting as building material for the body, the minerals aid in the digestion, absorption, distribution, and excretion processes. As each particular mineral has one or more specific functions in the organism, a deficiency of any one may finally produce a diseased condition.

Although the organic nutrients, when fed in excess, are stored, such is not the case with minerals. Whatever is not needed by the body is immediately excreted. It is evident, therefore, that their supply in the food must be continuous.

It can be shown by a comparison of the growth rate of mammals and the composition of the milk of the species that the faster the rate of growth, the greater the absolute amount of mineral matter required in a given time, and the higher the proportion of mineral matter per unit of food. In modern types of animals the mineral requirements have increased in direct proportion with increased capacity for growth, and the danger of malnutrition through an absolute deficiency of any of the mineral elements, or a lack of balance of these constituents in the food, is correspondingly increased. As a matter of fact, it is found that malnutrition, due to disordered mineral metabolism, occurs most readily in those animals or birds that grow most rapidly. In experiments with dogs, pigs, rats or chicks, it has been found that symptoms of rickets tend to appear earliest in those that are growing most rapidly. When one considers that the chick represents one of the most rapidly growing species found on our farms, by analogy it is evident that it has a high mineral requirement. Since mother nature has not endowed the newly hatched chick with ready food

supply, as the cow or pig, it behooves the caretaker to provide the needs of this newborn, in order that it may grow and develop a strong body which will stand the test of production.

It is impossible to deal in detail with all the minerals in the time allotted me. We will consider primarily calcium and phosphorus, the two required in the greatest quantities, and the ones most likely to be deficient in the ration of the chick.

**Amounts Needed.**—It should be possible to gain some conception of the absolute mineral requirement of the chicken to build a good body, by inquiring into the amount found in a hen's make-up. If we were to take any number of normal, well-grown pullets and burn or ash them, we would find the resulting ash would represent from 3.6 to 4.0 per cent of the live weight of the bird. Accordingly, a bird weighing 3.5 pounds (56 oz.) would contain approximately 2 oz. of ash or mineral matter. This amount

appears rather small. However, the growing chick, like ourselves, is not 100 per cent efficient. Experimental work shows that under ordinary conditions this species only retains about one-quarter to one-third of the ash or mineral constituents it takes into its digestive system. Thus, a 3.5 lb. bird would require approximately 8 ozs., or one-half pound of mineral matter. If it takes 15 to 20 pounds of feed to grow a 3.5 pound bird, it would mean that this amount of feed would have to contain at least one-half pound of mineral matter, or approximately

(Continued in column 3 facing page)



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## Poultry Feeds and Feeding

### Pullets the Best Layers

As a rule, pullets lay more eggs during their first laying season than during any subsequent season. Consequently, if hatches are correctly timed so that plenty of pullets will be brought to maturity some time during the latter part of September, a banner winter egg season is bound to follow. Pullets hatched during February or March, according to breed, should begin laying just about the right time for winter eggs when prices are highest.

### Feed for High Egg Production

Since the domestication of the hen, generation after generation, Biddy has been accustomed to a hard diet—grain, more grain, even the ration she picked up in the field, consisted of bugs, grasshoppers and worms, a solidified bite at every peck.

The hen either eats what she likes, or what is given her in the feed hopper, whether she likes it or not.

Poultry science, as a real factor in egg production, is not so old but that it can be added to from wide experience and study of the hen and her feeding habits.

Several years ago, egg mash came into the chicken yard to provide a properly compounded ration to give the hen what was needed for proper egg production.

It was a soft feed. It was like giving human beings food in the form just the opposite of the customary diet. The hen ate it. They washed it down by frequent visits to the water fountain.

Grain was a necessity as a supplementary feed to egg mash. The hen, naturally preferring, by age-old tradition in her family, solid food, ate more of the corn or scratch grain, than the mash and unbalanced her diet. There is no denying that egg mash did produce results in the nest, and, it still does.

Balancing of the ration by feeding scratch grain, amounted to guess work on the part of the poultry raiser. He couldn't get his hens to eat enough egg mash and they were prone to eat too much of the grain.

In Europe, for a number of years, there has been produced an egg making hen feed in granular or pellet form, about the size of a grain of corn. It never had been offered to poultry raisers in this country until this year. One of the large commercial feed mills now is manufacturing egg pellets and offering them through regular dealer channels.

These egg pellets supply everything a hen needs to lay every egg she can. It is not necessary to feed scratch or mash feeds with the egg pellets ration, since it contains both a grain and mash ration in every pellet.

This new form of feed makes it impossible for either the poultryman or the hen to unbalance the ration required for maximum egg production and body vitality. The egg pellets nourish every part of the hen's body, keeping every function in tip-top shape.

One of the biggest reasons for feeding egg pellets, harks back to the hen's eating habits, mentioned earlier in this article. She is accustomed to solid food, eats it naturally and likes it better.

Moulded into every pellet are meat scraps, alfalfa meal, gray shorts, corn feed meal, hominy feed, pulverized oats, pulverized barley, pulverized kaffir, calcium carbonate, cod liver oil and  $\frac{1}{2}$  of 1 per cent iodized salt.

Thus, every time a hen swallows a pellet, she is taking into her system, in proper quantities, all the protein, fat, and carbohydrates she needs, both for egg production and body nutrition. The analysis shows: Protein,

15.00; Fat, 4.00; Fibre, 6.00; N. F. E., 50.00; Carbohydrates, 56.00.

Poultry raisers who have fed egg pellets are enthusiastic about this new, radical departure in commercial feed. They find there are eight definite advantages to the egg pellet method of feeding for high egg production.

1. Hens naturally prefer a granular feed.

2. This new form of feeding combines all the advantages of scratch grains and all the advantages of finely ground mash, without the disadvantages of either.

3. Egg pellets eliminate guess work in feeding, as hens are compelled to eat a completely balanced ration with every mouthful.

4. There is bound to be an increased consumption of feed, because the pellets are more palatable. Increased feed means increased egg production.

5. There is a saving in feed, despite the increased consumption because there is absolutely no waste. Pellets are always picked up whether in the litter or accidentally knocked out of the feed hopper.

6. Much time and labor and feed investment is saved. Hens can be fed just one feed in the hopper. It isn't necessary to feed them several times a day. There is no added investment in two kinds of feed.

7. Flocks are kept vigorous and healthy and thus, greater hatchability of eggs is assured.

8. The quality is highest, but the price is cheaper than egg mash, which is an added economy feature.

The new product, not only is more effective, more satisfying to the hen, but also, it is more economical to feed. There can be no waste, since every pellet can be picked up by the hen, while, with mash, there is bound to be some waste. The first cost, per hundred pounds, is less than the standard brands of egg mash.

The All-Mash-Egg-Pellets are manufactured by the Nutrena Feed Mills, Inc.

Purchase of the feed business in East Des Moines from J. A. Martin was announced by Clarence Alexander of Adelphi and his son, Leonard, of Des Moines. The new firm will be known as C. Alexander & Son.

### Place of Minerals in Poultry Feeding [Concluded from facing page]

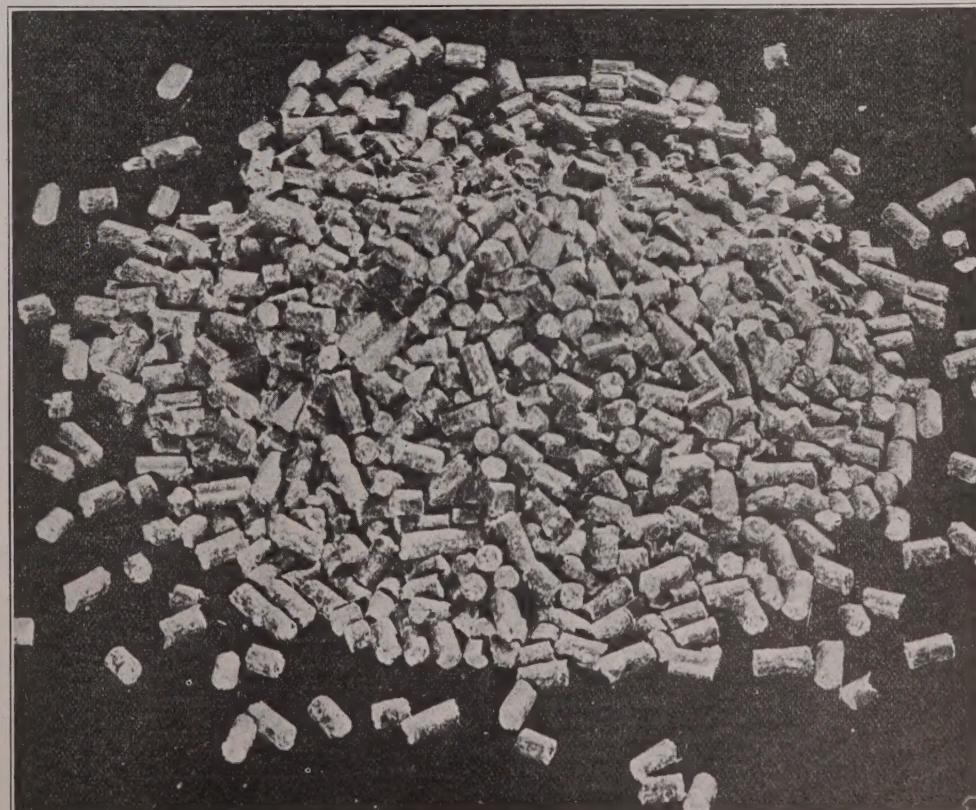
3.5 per cent of the feed mixture would have to be ash.

A further inquiry into the quality of the ash from a chicken reveals that at least three-quarters of it is calcium and phosphorus. Accordingly, 6 of the 8 ozs. of minerals required would have to be calcium and phosphorus. It at once becomes apparent why we must pay particular attention to these two inorganic elements.

An examination of our common poultry rations shows that approximately 75 to 85 per cent of the total ingredients are grain and grain by-products. Chemists inform us that these grain and grain by-products contain only a small amount of ash or mineral elements. Thus, it is self evident that these feed stuffs must be fortified with additional minerals if we expect to rear normal birds. Fortunately, we have available certain animal and fish by-products which not only supply good proteins but also mineral elements. By using fairly liberal quantities of these products in our rations we can increase its ash content, and materially reduce the requirements for further mineral additions.

Another factor we must not lose sight of when we consider the ash or mineral found in a particular feed, or feed mixture, is the quality of the ash. Here again, chemists inform us that in general the ash of grain and grain by-products is comparatively rich in phosphorus but markedly poor in calcium, and to a certain extent, chlorine and sodium. Green feeds and animal and fish by-products, on the other hand, contain larger amounts of calcium than phosphorus. Therefore, the combination of grain and grain by-products with green feeds and animal and fish by-products make an excellent mixture, each tending to correct the deficiency of the other.

**Definite Proportions.**—While science and practice have definitely established the value of minerals in a poultry ration, we also have on record experimental work which shows that the mineral constituents of a ration, particularly calcium and phosphorus, must be present in certain definite proportions for best results. Many poultrymen, as well as some feed men, in using minerals appear to work on the theory "that if a little does good a little more will do that much better," and thus disregard all fundamental rules of mineral nutrition, with the result that complications may arise. Experimental work at the Ohio Station has shown that whenever the ratio of calcium to phosphorus in the ration exceeds 3.5 or 4.1 growth was materially depressed and the mortality was increased. At the same time the ration appeared to become more rachitic, as indicated by reduced



A "Hen's-Eye" View of the All-Mash Egg Pellets

ash content of the bones and the inorganic phosphorus content of the blood.

Cod-liver oil, or ultra-violet light act as safety factors, or partial correctives when disproportionate amounts of calcium and phosphorus are present in the ration, by increasing the efficiency of the body in utilizing these elements. This does not infer that we can disregard the question of ratio when we supply cod-liver oil or ultra-violet light. Our results in this direction show that the question of ratio must still be reckoned with, otherwise serious difficulties may be encountered, regardless of how much cod-liver oil or direct sunlight the birds receive.

**Vitamin D Also Necessary.**—Another common erroneous idea amongst some poultrymen, is that by adding large quantities of calcium and phosphorus to the ration of the chick they can prevent leg weakness, without the use of cod-liver oil or direct sunlight. While experiments at the Wisconsin and Ohio Stations have shown that there is more or less of a mutual supplementing action between the minerals, calcium and phosphorus, and vitamin D (as found in cod-liver oil or direct sunlight) this does not imply that one can be used to the exclusion of the other. It is possible to reduce the absolute vitamin D requirements of the growing bird by properly adjusting the concentration and proportion of calcium and phosphorus in the ration. However, the facts of the matter are that the chicken requires both vitamin D and the minerals calcium and phosphorus, and that optimum results cannot be obtained unless both factors are properly provided.

One theory commonly advanced in an attempt to explain inefficient calcium assimilation during periods of apparently abundant intake, is that the calcium is present in a form unavailable to the particular species. With the recognition of the interrelationship between calcium and phosphorus assimilation and vitamin D, or its equivalent, this hypothesis has lost considerable weight. However, there are still some who are of the opinion that calcium in some forms, or combinations, is more available for bone formation than in others. Experimental work in this direction at the Ohio Station did not reveal any difference in the availability of calcium in the carbonate, sulphate, lactate, di or tri-phosphates, or the commonly used minerals of limestone, steamed bone meal, rock phosphate, phosphatic limestone, or oyster shells, for bone formation in the growing chick, when these were fed on the same calcium intake but on a minimum requirement basis—as established for the particular ration by two separate preliminary trials. Calcium carbonate (precipitated chalk) served as the standard for comparison. Similar results were reported by Drs. Buckner and Martin of the Kentucky Station.

**Much Calcium Needed.**—Not only does proper assimilation of calcium and phosphorus play an important part in the growing bird, but it also plays a very significant role in the production of eggs. The laying hen is a tremendous metabolizer of calcium. Her utilization of this element during the laying period transcends manyfold that of the dairy cow, when comparisons are made on the basis of the live weight of the two species. It is an interesting phenomenon to note that whereas the normal calcium content of the growing chick, moulting hen, dairy cow, or pig is between 10 to 15 mgm. calcium per 100 cc. of blood serum, that of the laying hen is between 20-30 mgm. or approximately 2 to 3 times as high. This is not surprising when we consider that the normal egg shell, which contains approximately 4.5 grams of calcium carbonate, is formed within 10 to 16 hours. It is not uncommon for a hen to lay 200 eggs or more per year. On this basis it would require 900 grams, or about 2 pounds of calcium carbonate to produce 200 egg shells. The laying hen, like the growing chick, does not utilize 100 per cent of the mineral matter she consumes. It is probably safe to assume that her efficiency for utilizing calcium for egg shell formation is only 50 per cent. Thus, a 200-egg hen would require about 4 pounds of oyster shells, high-grade limestone, or an equally efficient mineral, for shell formation. In addition she requires calcium and phosphorus, and other minerals, for the manufacture of the edible portion of the egg, as well as for the numerous bodily functions.

In case the ration of the hen is deficient in calcium and phosphorus, she will continue laying eggs until there is a general depletion of these minerals in her bones, followed by thinning of the shell and eventually stop laying altogether. Rather than change the quality of the edible portion she cuts down on the number of eggs and weakens the shell.

Cod-liver oil and ultra-violet light assist in calcium and phosphorus assimilation, but they will not prove effective unless these ele-

ments are present in the ration in sufficient quantities. On the other hand, I have seen groups of hens taken in the fall of the year and placed upon perfectly wholesome rations, amply supplemented with minerals but lacking in vitamin D, and within two months reach the point where egg production was practically zero. The few eggs that were produced broke almost as soon as they were laid. The addition of 2 per cent cod-liver oil to the mash or exposure of the birds to ultra-violet light 10 minutes a day, resulted in good sustained production. The shells of these eggs were of good texture.

**Efficiency of Different Calcium Salts.**—On account of the rapid calcium metabolism of the laying hen, it is of interest to inquire into the efficiency of different calcium salts, or minerals, for egg shell formation. To this end, the Kentucky Station reported that calcium in the carbonate combination was more efficiently utilized than in the phosphate (rock phosphate). At the Ohio Station four groups of hens were fed the same complete ration, containing 1 per cent cod-liver oil, for five months. The ration of one group was supplemented with 4 per cent powdered oyster shell, another received the calcium equivalent in form of calcium carbonate (precipitated chalk), a third the same amount of calcium in form of calcium sulfate (gypsum), and the fourth equivalent calcium as commercial tri-calcium phosphate. At the beginning of each month eggs were saved from all hens in each group and the per cent shell of the fresh egg weights determined. The average of the per cent shell for the five months were as follows: powdered oyster shells, 9.92; calcium carbonate, 9.51; calcium sulfate, 8.41, and tri-calcium phosphate, 8.67. There was no outstanding difference in the production of the different groups. It is apparent from these results that the laying hen is able to utilize the calcium in the carbonate form to better advantage for egg shell formation than in the sulfate or phosphate. This difference in availability was not observed in bone formation studies. Apparently the two functions (bone formation and shell formation) have distinctly different requirements which must be handled accordingly.

There are other minerals, such as sodium, chlorine, iron, sulphur, iodine, etc., aside from calcium and phosphorus, that are essential for the health of the chick or laying hen. These are required in much smaller quantities than either calcium or phosphorus. I am of the opinion that under ordinary practical conditions, when a good complete ration is fed, the various feed ingredients usually carry sufficient amounts of the essential mineral elements, with the exception of calcium and phosphorus, and often sodium and chlorine, the two present in common salt, to meet the requirements of the growing or laying bird. At least no experimental work has come to my attention which would tend to indicate that we should include iron, sulphur, iodine, copper, etc., in our mineral additions. To the contrary, Hart and associates of Wisconsin reported that chicks fed a normal ration, and reared under normal conditions, did not require additional sources of iron or copper. Work with sulphur also appears to be negative. On the other hand, goiter has been reported in chickens of the northwest goiter region. From work with other species we have reason to believe that additional iodine would probably have prevented this condition. Whether the hens in this instance would have produced more eggs remains an open question. The report is that their production was normal. Unless or until we have evidence that the addition of small amounts of these minerals prove beneficial, I personally question the advisability of using them.

The kind and quality of minerals to use I leave with you. We do know that the factor of quality prevails in the mineral field, as well as in other feed stuffs. Not all bone products are suitable for feeding purposes. Likewise, while it is possible to use a limited amount of high fluorine rock phosphate in the ration of the bird, it is an easy matter to add so much that trouble will follow. There are many products available, or being made available on the market, which serve as good sources of minerals.

Minerals constitute but one of the vital factors involved in successful poultry feeding. Beneficial results from mineral additions can only be expected when all the other essentials of poultry nutrition, care and management are properly executed. They will only serve that purpose for which nature intended them, and will never take the place of vitamins, proteins, or anything else.

The Cereal Products Co., of Manitowoc, Wis., large manufacturers of malt, has also gone into the feed business.

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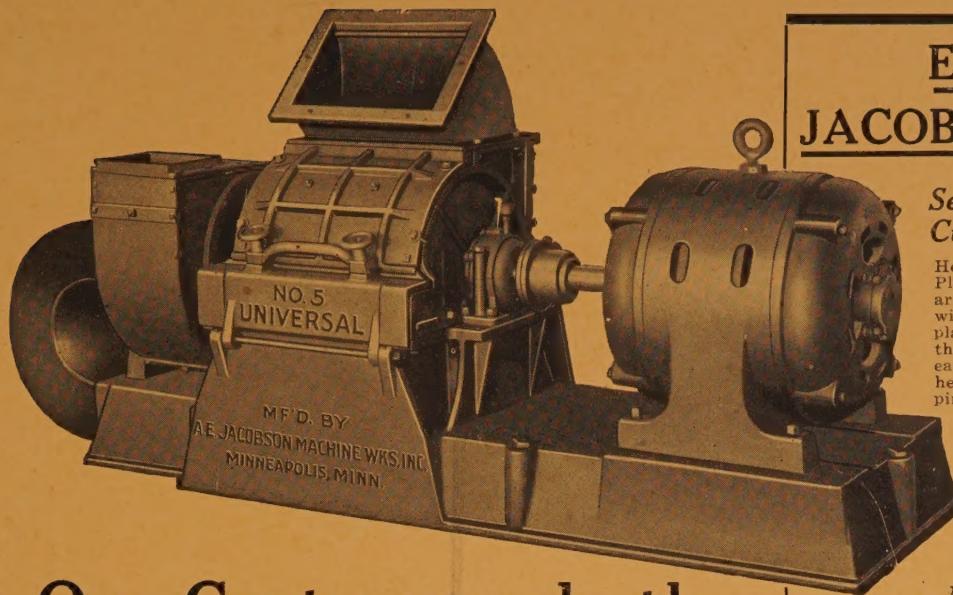
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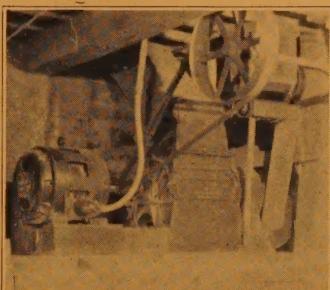
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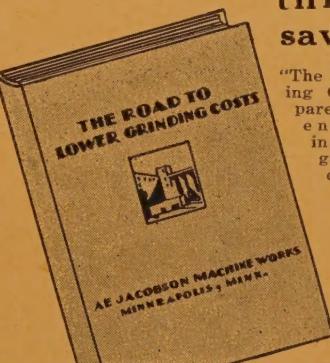
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ALTON, ILLINOIS

March 1, 1930

General Electric Company,  
Indianapolis, Indiana.

Gentlemen:— Attention: Mr. E. W. Johnson.

We are greatly pleased with the character of the work of your Company in installing the power equipment for the Franklin Grain Company at Franklin, Indiana, and wish to assure you of our appreciation in co-operating with us as you have in this installation.

We endeavor wherever possible to secure the installation of totally enclosed motors, not only as a hazard and it is therefore gratifying to us to find your Company so willing to co-operate. The installation has been passed by our representative and the Franklin Grain Company will be greatly pleased to know we have materially reduced their rate for fire insurance. We are sending a copy of this letter to the Franklin Grain Company that they may understand the extent of our appreciation.

Very truly yours,  
MILL AND ELEVATOR DEPARTMENT

CDK:MFH

*O. D. Pfeiffer*  
Manager.

The Allen

Call up or write to your nearest G-E office and ask the grain-elevator specialist to recommend G-E Motorized Power for your elevator. You will then receive, not only these G-E totally enclosed, fan-cooled motors, but up-to-the-minute magnetic control, wiring, lights, meters—and everything that goes to make up a safe, approved, first-class electrical job.

GENERAL ELECTRIC

SALES AND ENGINEERING SERVICE IN PRINCIPAL CITIES



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